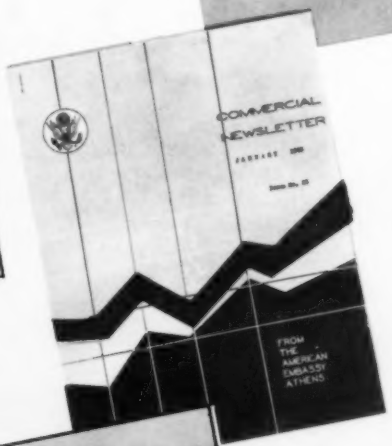
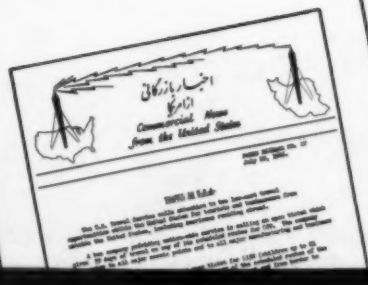
U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

May 9, 1966

COMMERCIAL NEWSLETTER
AMERICAN CONSULATE GENERAL
HONG KONG





International Trade Winds

PLASTIC—The American Can Co. announces its entry into the European plastic flexible packaging market with acquisition of Union Verpackungs of Bavaria, West Germany. Expansion of Union's present plant and equipment is scheduled to begin immediately with the aim of tripling sales volume over the next five years.

COPPER ROD ROLLING MILL—Cerro Corp. of New York City has formed a new subsidiary, Compania Industrial del Centro, in Peru to construct and operate a new copper rod rolling mill with a 50,000 ton annual capacity and a new 200-ton per day sulfuric acid plant, both scheduled for completion early in 1967.

AIR TRANSPORT CLEARING HOUSE—RCA Communications, Inc., announces a new international service utilizing two RCA common access computers for the electronic switching of airline operations and reservations. Scandinavian Airlines System and the Swiss Air Transport Company are among the international carriers who will use the Aircon service.

WELDING MACHINE—Armco Steel Corp. of Middletown, Ohio has added a facility for the manufacture of welding machines to its Mexico City Plant. The machines and their components are manufactured under license from the Lincoln Electric Company of Cleveland.

GAS HEATERS—Rheem International Inc., wholly owned subsidiary of Rheem Manufacturing Company will make and market gas fired space heating equipment in The Netherlands. A new subsidiary company, Rheem Nederland, N.V. has been formed at Bergun. It is scheduled to begin production during the second quarter of the year and will produce initially, gas fired boilers for residential and commercial applications.

AIR MOVEMENT EQUIPMENT—ILG Industries Inc., Chicago, Illinois has announced the appointment of a foreign licensee in Greece. The firm, N. Issaris-N. Vasiliades Manufacturing Company of Athens, a leading manufacturer of centrifugal unit heaters, propeller fans and other air movement equipment in that country, will manufacture ILG equipment for distribution in Greece and the Middle East.

Business Bulletins

from around the world

DENMARK—Danish State Railway (DSB) orders 10 General Motors diesel powered locomotives from a Swedish firm. With the order DSB continues modernization program initiated in 1954.

FRANCE—As result of forthcoming merger of Societe des Glaces de Boussois and Verreries Souchon-Neuvesel, glass industry will be composed mainly of two major firms, Saint-Gobain and Boussois-Souchon. At present, Glaces de Boussois has two-thirds of market for window-glass and one third of market for mirrors. Market for hollow glassware now shared by Saint-Gobain and Souchon-Neuvesel.

GERMANY—Chicago Bridge and Iron Company has new subsidiary in Weilbach. Operation includes Warehouse, assembly, engineering departments.

Economics Laboratory, Inc., of St. Paul has new subsidiary in Hanau, Soilax G.m.b.H., which will distribute its detergents, other industrial products in Germany.

GREECE—Electricity to be provided to another 1,167 villages this year. At year's end, 80% of population will have electricity.

INDIA—National income increased by 7.7% in fiscal 1964-65 (March-April) over previous year, according to estimates of Central Statistical Organization. On basis 1948-49 prices, national income for 1964-65 estimated at $31.6 billion and per capita income at $67.

IRELAND—20-member Dutch Trade Mission, arrived in Dublin in late March for 5-day visit. Mission sponsored by Netherlands Council for Trade Promotion. Four members interested in establishing branches here.

NETHERLANDS—January - February imports totaled $1,250 million, up 12% from like period 1965.

NORWAY—Trade center to open in Stockholm under management of Export Council of Norway. This is first trade center established abroad and reflects importance of Sweden as market for Norwegian goods.

PAKISTAN—Government will now permit importers to open letters of credit valued up to $5,250 for import of specific types of machine tools including lathes; drilling, shaping, planing, milling, and boring machines; power presses. Until recently, limit of $2,100 applied.

SWEDEN—Industry is reported migrating abroad. European press indicates that about 500 Swedish firms have been established in EEC. Three important textile manufacturers have established operations in Portugal. By end of 1966, Sweden's largest shirt factory will be operating in Portugal. Leading clothing manufacturer is building plant in United Kingdom.

SWITZERLAND—At end of December, overall employment was down 1.6% from a year earlier. Construction and industry led decrease. Some service industries registered increased employment.

SPAIN—Preliminary statistics from Spanish Customs indicate that Spain's February imports amounted to $307.3 million, of which $55.7 million, or 18.1%, came from the United States. Spanish exports amounted to $79.3 million in February, of which $9.6 million or 12.1% were exported to the U.S. February 1965 imports were $215.1 million with the U.S. share being $31.6 million or 14.7%; Spanish exports in that month were $69 million, of which $6.4 million, or 9.4%, went to the U.S.

UNITED KINGDOM—Steel Company of Wales, one of leading producers of sheet steel and tinplate, plans $108 million expansion program that will add 25% to ingot capacity of its Abbey Works in Port Talbot, Wales.

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All subscription inquiries and address changes should be directed to the Superintendent of Documents at the above address. This is the central distribution agency for all U.S. Government periodicals.

Expressions herein from private sources are meant to stimulate thought toward the solution of problems confronting the international businessman and to provide constructive suggestions, but they are personal opinions. Contents of this publication are not copyrighted unless so indicated. Noncopyrighted materials may be reprinted freely. Mention of source will be appreciated. Use of funds for printing this publication approved by the Director of the Bureau of the Budget on May 24, 1961.

about the cover

More than 50,000 foreign businessmen in 150 cities on five continents get regular reports on U.S. commercial news developments—including new products and new processes—through Commercial Newsletters published by American Embassies and Consulates, some of which are illustrated on this week's cover. See page 2 for more information about this export promotion tool.

International Commerce

Published by BUREAU OF INTERNATIONAL COMMERCE

May 9, 1966 Volume 72, Number 19

FEATURES

2 Commercial newsletters on five continents tell story of new U.S. products to 50,000 businessmen; 50 Foreign Service posts are publishers

4 Trade, Investment Mission to Nigeria scheduled in fall; members to visit Africa's most populous country, fast becoming important petroleum producer

8 NEEC action committees focus proposals on financing, taxation, freight rates; group adopts them at plenary meeting in Gaithersburg, Md.

10 President of 'domestic' trade association accents foreign possibilities at meeting in New York, says it's difficult to separate sales here and abroad

14 Export success brings record attendance as over 500 turn out for 21st Mississippi Valley World Trade Conference; Memphis is honored

TRADE FAIRS AND CENTERS

16 May is busy month for American manufacturers seeking overseas sales outlets as 16 trade promotion campaigns scheduled; 525 U.S. firms will participate

18 U.S. export promotion show aimed at providing American manufacturers with easy entry into Scandinavia set next fall in Stockholm Trade Center

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19 India's import policy for licensing year provides for slightly larger allocations for imports by established importers and actual user industries

21 Six potential investors considering establishment of fish-reduction facilities in Panama; decision to go ahead would generate import sales opportunities

U.S. GOVERNMENT ACTIONS

22 British firm loses U.S. export rights for shipping American spare auto parts to Cuba despite 1963 warning; denial period set at five years by Commerce

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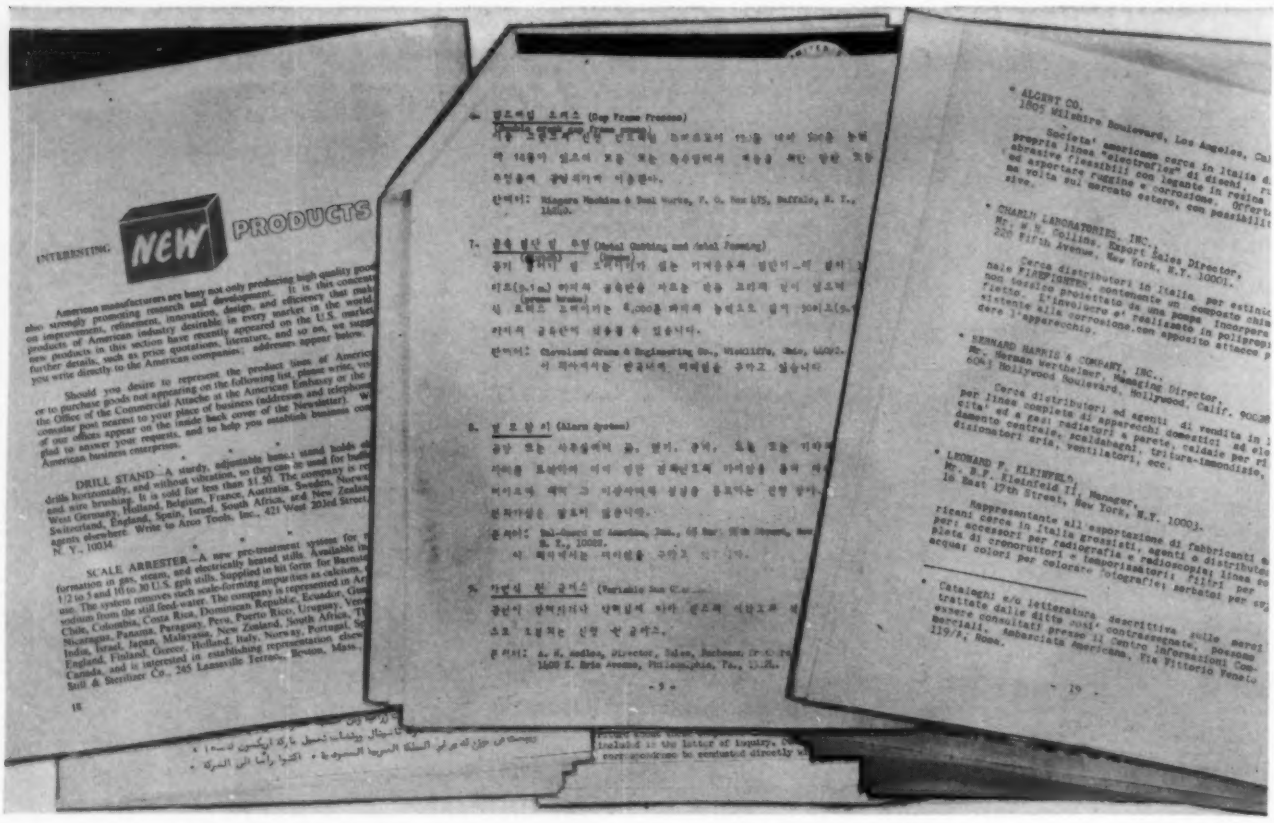


IN MANY LANGUAGES, THE STORY OF NEW PRODUCTS from U.S. firms goes out monthly in the form of newsletters from 50 U.S. Foreign Service posts.

WORLDWIDE EXPOSURE

New products get boost

Commercial newsletters tell their story to 50,000 businessmen in over 150 cities abroad

By WILLIAM F. CLARK
Staff Writer

The white lines that channel traffic on busy U.S. streets may seem remote from the business of exports and balance of payments. But they are guiding foreign buyers to American manufacturers, and dollars back to America.

The traffic in traffic markers was easy to trace: The Bureau of International Commerce started it with its commercial newsletter program.

Businessmen read it from Adelaide to Zurich, they liked what they read—and another new product of U.S. research and industry was launched in international markets.

The Bureau began the commercial newsletter program in January 1964 as a monthly summary of business news for Commercial Officers at U.S. Foreign Service posts, where the material is redistributed to the local businessmen. The object is to help U.S. manufacturers find more buyers and agents overseas.

Now in its third year, the commercial newsletter report this month is going to 93 posts with news about new U.S. products, a report on the U.S. economy, a calendar of international trade events with U.S. participation and many other features to interest foreign buyers.

Fifty of the Foreign Service posts tailor this material to local needs and publish their own newsletters. These publications are distributed to 50,000 selected businessmen and government purchasing officers in more than 150 cities abroad.

Other posts spread the news with the help of local business and professional magazines, newspapers and radio stations. In some nations, such as Nepal and Afghanistan where there are few importers and all must get import licenses at the same office, a copy of the letter is posted for all to read.

The "New Products" section of the monthly report is the backbone of the program. Each month it describes about 40 new products of U.S. manufacturers, briefly and factually, with seldom an adjective and never a comparison with another item. Measurements are in both

U.S. and metric systems. The Commerce Department receives the material for this section from businessmen throughout the nation, through its 42 Field Offices.

More than 1,000 new products have been publicized abroad this way—in listings complete with manufacturer's name, address and ZIP code.

The case of the traffic markers involved a new long-lived plastic tape that could be put down on busy streets with almost no disruption of traffic. The newsletters told about extended tests of the tape and its use in the U.S.

Another item said this:

> VARIABLE SUN GLASSES—A line of self-adjusting sun glasses, that change optical density and lens color as light increases or decreases, has been introduced under the brand name of Solar-Matic. Write A. H. Redles, Director Sales, Bachmann Brothers, Inc., 1400 E. Erie Ave., Philadelphia, Pa., 10022.

It brought the firm more than 200 inquiries from overseas.

The purpose of such items is to put U.S. firms in contact with overseas buyers and agents; persuade more U.S. firms to sell overseas; get new U.S. products on overseas markets before they are duplicated by foreign manufacturers; build the prestige of U.S. research and industry, and increase U.S. earnings abroad.

Each "new product" item is reviewed by the manufacturer before it is used, and he must be willing to sell abroad. He can ask for agents in a single area, such as "Latin America" or "Western Europe", or worldwide. Many items say, for example, "Firm represented in Venezuela, Taiwan, Spain, seeks agents elsewhere."

Many of the firms using the service are listed with Commerce's Agency Index, which provides lists of U.S. firms and their local agents in all U.S. Commercial Offices overseas.

An item on behalf of such a listed firm might read, "Firm seeks agents in Iran, Peru, Kenya and Ivory Coast. In other areas ask U.S. Commercial Officer for name of local agent." This would permit a prospective buyer of a new product in say, Baghdad, where telephone "Yellow Pages" are unknown, to make quick contact with the local agent.

Each issue of the BIC commercial report to Foreign Service posts includes a calendar of future trade development shows at the six U.S. Trade Centers abroad and U.S. exhibits at international trade fairs. It also lists U.S. Trade Missions, their destinations and dates.

There is a 25-line summary of "U.S. Economic Highlights," and a section on "International Business Projects" contains about 15 brief items on U.S. firms with contracts to build such projects as big dams, bridges, electric generating plants, telephone systems, petrochemical complexes, or water desalinization plants. The U.S. firm's address is given.

A "New Literature" section lists new brochures, pamphlets and handbooks available from U.S. firms. These firms' addresses like those on new product items, always include the ZIP code.

Also used are many proposals for overseas licensing and investment, submitted by U.S. firms through the Office of International Investment, U.S. Department of Commerce.

License and investment proposal offers of U.S. firms have drawn an average of 20 inquiries from overseas business interests. A company offering to put used machine tools into a joint venture machine shop received 40 replies from five continents. A proposal to construct cold storage plants on a joint venture basis drew 21 replies. Lowest response has been five inquiries on a refuse processing plant proposal.

Special articles have included concise accounts of new product developments in American industry, such as indoor-outdoor carpeting, industrial fasteners and welding equipment.

These articles do not name the manufacturers but include a statement that any foreign firm may request names of suppliers, prices and other information on the product. The request will be published in INTERNATIONAL COMMERCE's Trade Opportunities section.

Because both the material prepared in the Commerce Department and the Newsletters published by U.S. Embassies and Consulates are tailored to the interests of foreign, rather than American businessmen, neither are circulated in the U.S. except that specific issues of the Commerce reports are sent to individual U.S. firms whose products are mentioned.

Annual reports useful

Annual reports sent by American companies to the American Embassy in Leopoldville, Congo, are receiving much attention from local businessmen who are unfamiliar with the American market and business practices.

Ambassador Henry Koren invites Stateside stock brokers, chambers of Commerce and trade associations to contribute additional annual reports for display in the Commercial Library.

Five continents meet in Columbia Basin

Latin American, Australian, Asian and European spokesmen are scheduled to exchange views with U.S. international traders at the 7th Annual Columbia Basin World Trade Conference, May 23-24 in Portland, Oregon.

Explaining this year's theme of "Fences and Formulas," Edward S. Smith, conference chairman, said:

"By 'Fences' we are referring to the various barriers—economic, physical and cultural—that must be overcome if we are to expand our import and export trade; and by 'Formulas' we mean the methods and skills that may be applied in hurdling these barriers."

Featured on the program are four panel discussions and presentations by three major speakers. Panel topics are trade with other countries and areas, the European Common Market, international transportation of goods, and international incentives—insurance, finance and investment.

Smith, international vice president of Omark Industries, Inc., said that 250 to 300 export-minded Columbia Basin businessmen will be attending the conference at the Benson Hotel.

Write: Dave Siddon, 2100 S.E. Milport Road, Portland, Ore. 97222. Telephone: (503) 654-6531.

ASIE qualifying exams slated for five kinds of credentials

The American Society of International Executives has scheduled export specialists' qualifying examinations for May 21 in Philadelphia, New York, Cleveland, Toledo, Detroit, Chicago, Miami, Milwaukee, Minneapolis, Kansas City, Rochester, St. Louis, Seattle, San Francisco, Los Angeles and Dallas.

Persons passing the examinations will receive certificates of qualification in four established grades and in a fifth which has been added: C.D.S., Certified Documentary Specialist; C.A.E.M., Certified Assistant Export Manager; Q.E.M., Qualified Export Manager; C.I.T.M., Certified International Traffic Manager, and the new one, Q.I.E., Qualified International Executive-Freight Forwarder.

The next round of examinations will be held on Oct. 29.

For study outlines ($5 each) and applications, **write:** American Society of International Executives, Sheraton Hotel, Secretarial Suite, Philadelphia, Pa. 19103.

CAPITAL CITY, LAGOS, with its busy commercial district showing Central Bank building at left, is one of six cities to be visited by U.S. Trade Mission.

SIX MAJOR CITIES ON ITINERARY

Mission to visit Nigeria

Eight-member group will be formed to spur trade, investment there next fall

A U.S. Trade and Investment Mission to Nigeria has been scheduled by the Department of Commerce for Oct. 15-Nov. 12.

This country, the most populous in Africa, is rapidly emerging as an important petroleum producer and now has a favorable balance of payments to finance its growing imports. Already the largest peanut and palm and palm oil producer, it does not suffer from the economic instability of one-crop countries because of its variety of major exports, including cacao and tin.

New industry needed

New industry is needed to give productive work to its urban populations. Primarily, industry is for import substitution. Nigeria has an investment code designed to attract new industry. Under this set of laws it is possible to arrange with the Government for tax holidays and freedom from some import duties. The Nigerian Industrial Development Bank gives financial assistance to qualifying new industry. The efficiency of these devices is attested to by the successful progress of Nigeria's 6-year plan which started in 1962.

The purpose of the Mission is to increase U.S. trade and private investment in Nigeria. In the past, primary distribution channels have been dominated by European firms. With independence there has been a rapid growth of indigenous firms, and opportunity is greater for U.S. firms to introduce their products. The Mission will assist American firms in finding agents and distributors.

The protection of local production—so typical of developing countries—offers opportunity for profits in industry and, through licensing or contract manufacture, the means of introducing U.S. products and brands. The Mission will seek appropriate partners for joint ventures, for proposals originating in the United States or in Nigeria.

A Business Information Center will be set up while Mission is in Lagos. Five other major cities will be visited.

Planning discussions held in Nigeria with business and industry, financial institutions, and Nigerian Government officials resulted in the selection of five major fields of opportunity for both sales and investment. Because opportunities seem broad, it was decided not to specialize by excluding other products.

The Mission will be composed of two Department of Commerce officials—one to be Mission Director and the other, the Trade Development Officer—and six U.S. businessman volunteers, one from each of the major fields selected and one with experience in international finance and investment.

The members will be chosen from the following fields:

Food processing and packaging: A businessman is needed who has had experience with the widest range of food processing machinery and equipment and

Commerce publications on Nigeria for sale

Several publications on Nigeria have been issued by the Department of Commerce in its Overseas Business Reports series and are for sale at 15 cents each. Among the most recent titles are:

Establishing a Business in Nigeria, OBR 65-21, 18 pp., April 1965; **Basic Data on the Economy of Nigeria,** OBR 64-47, 19 pp., April 1964; **Foreign Trade Regulations of Nigeria,** OBR 63-122, 10 pp., September 1963; **Living Conditions in Nigeria,** OBR 63-14. 6 pp., January 1963.

Another Commerce publication, **Nigeria, a Market for U.S. Products,** 72 pp., 1964, is available at 50 cents a copy.

Write: Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or any Commerce Department Field Office.

packaging machinery utilized in canning, freezing and dehydration, but particularly in canning of fruits and vegetables. Familiarity with packaging of other consumer goods is valuable.

Construction equipment and materials, other than cement and construction steel: Knowledge of U.S. sources and uses of modern materials, systems and equipment, in construction of small plants, office buildings and homes.

Agricultural equipment: Experience in distribution of the widest possible range of agricultural machinery and equipment, including the most elementary. Knowledge of fertilizers, insecticides and herbicides would be useful.

Industrial equipment and metalworking machinery including light industrial machinery: Experience in use of a wide range of machinery for manufacture of industrial and consumer goods. Knowledge of a wide range of industries is important.

Consumer goods, other than textiles: Familiarity with merchandising of a wide range of goods usually carried by U.S. department stores. Knowledge of brands and distribution systems will be useful.

Investment: Experience in international finance, in arranging joint-ventures, licensing and contract manufacture. Should have a knowledge of U.S. Government and international agency financing facilities.

U.S. companies are invited to draw up proposals for doing business in Nigeria

Propositions must be in Washington by August 12; Mission members will discuss offers with local firms that express specific interest

U.S. firms interested in doing business in Nigeria are invited to submit their proposals to the Director of the U.S. Trade and Investment Mission to Nigeria.

An additional service is offered to those submitting joint venture proposals. After the appropriate Mission member in Washington has examined a proposal, he may telephone or visit the proposer for further detail he may need to permit an intelligent search for a suitable Nigerian partner.

Proposals should be received in Washington by August 12 to insure publication in a summary booklet. Proposal summaries will be printed in the booklet without identification or address and distributed well before the Mission's arrival. Identification of the proposer is made only to appropriate foreign firms or individuals after they have consulted a Mission member about the proposal.

To submit a business proposal, please give the information outlined below and send two copies to the Director of the U.S. Trade and Investment Mission to Nigeria, BIC-916, U.S. Department of Commerce, Washington, D.C. 20230.

► Clear and concise description of the product, products or services.

► If you wish to appoint an agent or distributor or sell directly only to the end user, describe the arrangement you desire and indicate whether you will grant exclusive representation in the country or in one or more of its regions. The Department of Commerce will not seek a substitute for an established agent, distributor, or representative.

► If you are interested in a joint venture, direct investment, or in licensing or contracting with a qualified manufacturer to make your product: Outline your firm's operations in the United States and abroad. State whether your participation will be financial, and whether it will be in the form of equipment only or include working capital. Also, state the type and degree of management you wish to supply.

► Describe the kind of foreign entrepreneur you seek—an existing manufacturer, a firm with a distribution system only, or simply local stockholders.

Proposals must be accompanied by one of the following unless previously submitted within the past year: Department of Commerce Form IA-57, Registration of U.S. Firms interested in International Trade or Investment, which may be obtained from your local Department of Commerce Field Office; a current mercantile agency report; or a current bank report.

Submit descriptive information such as brochures and catalogs—not to exceed 50 single sheets.

If several firms are represented, a separate proposal should be submitted for each client. A summary, in 35 words or less, of each proposal is required for inclusion in the Mission booklet.

NIGERIA IS FAST BECOMING an important oil producer. At Port Harcourt a U.S. company, Williams Bros., working under contract to Shell-BP Petroleum Development Co., transports precoated oil pipe.

Nigerian economic growth strong; overall balance of payments shows first surplus in 10 years

Trade deficit drops sharply; new Government continues previous investment incentives, plans economic study

The Nigerian economy, sparked by a rapidly expanding petroleum industry, continues to show a strong rate of growth. Preliminary national account estimates show that gross national product for the April 1, 1964-March 30, 1965 Nigerian fiscal year reached a level of $4.25 billion, a growth rate of 5% over the previous year.

The trade deficit was reduced to $18 million in 1965 from $110 million in 1964. The overall balance of payments showed a surplus for the first time in ten years, of about $32 million. This marked improvement is explained by a rise in exports of cocoa, palm and peanut products and, particularly, crude petroleum; an increased inflow of foreign private capital; and a reduced level of consumer product imports. It is estimated that the net inflow of foreign capital, both public and private, was $240 million in 1965; of this total, $165 million was private capital.

The new Government—the Federal Military Government (FMG)—has announced its intention of honoring all the financial obligations of the previous regime and has indicated its desire to continue to attract foreign private capital to Nigeria. The FMG also has stated that it has no plans to nationalize any industries.

To review policy

The FMG, in addition to continuing all of the previous investment incentives, has streamlined the administration and processing of investment applications and has appointed a high level committee of economists to review Government economic policy. In general, there has been a trend toward centralization of decision making with an emphasis on making each new investment maximally efficient, on economic grounds. Endeavoring to maintain an adequate level of public savings, the FMG has limited recurrent expenses in the new 1966-67 operating budget to an increase of 3½% over the recurrent expenses of the 1965-66 budget. Included in the coming year's total is a transfer of an expected $48 million surplus from the total budget to the national development fund.

According to a recent report in **West Africa,** a regional weekly news magazine, the 1962-68 national development plan, which had programmed a $1.87 billion level of public investment, at its mid-point has authorized expenditures of $680 million in the Nigerian Government's capital programs—37% of the total envisioned.

At a recent meeting between the World Bank, the OECD Consultative Group for assistance to Nigeria, and the International Monetary Fund on the one hand and Government of Nigeria officials on the other, means were sought to make available to Nigeria sufficient funds to finance the remaining portion of the plan.

Reports of the meeting published in the magazine indicate that the plan has the general approval of the various aid donors, but that there are certain areas, such as too heavy an expenditure on administration, which need improvement. The FMG has acted to eliminate the cause for criticism by shifting a larger proportion of future investment to the productive sector.

Satisfaction with FMG's plan policies may be inferred from the fact that the World Bank will attempt to provide Nigeria with $100 million in new loans during the next 12 months and also that the other aid donors were forthcoming with generous offers of funds for the financing of the second half of the plan.

While still predominantly a producer of primary products, the manufacturing sector of the Nigerian economy has been expanding both its relative share of gross domestic product and its absolute value. A recent survey conducted by the Government shows that there are now more than 700 manufacturing firms with 10 or more employees. The value of GDP derived from manufacturing and public utilities expressed in 1957 prices rose from $37 million in 1957 to $118 million in 1962; an index number of 100 in 1957 would stand at 320 in 1962 and, as a relative share of GDP, manufacturing and public utilities rose from 1.4% to 3.9% in the same period.

In 1965, crude oil became the leading Nigerian export commodity, replacing the traditional agricultural products—peanuts, cocoa, and palm oil. By the end of 1966 crude oil exports will have jumped to more than $280 million, which would exceed the combined value of all three principal agricultural exports.

Total foreign investment in the Nigerian petroleum sector is already over $500 million. This is the largest area of foreign investment in Nigeria.

Nigeria registered the greatest increase in crude oil production of any country

Market profile—Nigeria

Area: 356,700 square miles.

Population: About 55 million (1963 census). Principal cities: Lagos, Capital, 665,000; Port Harcourt, 72,000; Kaduna, 80,000; Enugu, 75,000; Ibadan 1,300,000; Benin City, 50,000.

Climate: South has tropical climate, hot with high humidity and heavy rainfall. In northern areas, temperature and rainfall fluctuate over a wide range.

Language: Official and business language is English.

Currency: Nigerian pound (£N) equivalent to pound sterling ($2.80) in exchange.

Per capita income: US$84.

Principal industries: Production of primary commodities—such as crude petroleum, cocoa, palm oil, tin and columbium—for export.

Total imports: US$767 million (1965).

Total exports: US$750 million (1965).

U.S. share of market: About 11.5%.

PROCESSING COCOA in the Western Region is one of Nigeria's major activities. Among the country's principal export items, in addition to cocoa, are crude petroleum, palm oil, tin and columbium.

in the world in 1965. Production reached almost 350,000 barrels a day by the end of the year. It is anticipated that Nigeria will pass Algeria and become the second largest African producer in the near future. This would put Nigeria among the top ten oil countries in the world.

U.S. companies there

At present, 14 international oil companies are operating in Nigeria, of which nine are U.S. oil companies. In addition, at least 40 U.S. companies are directly involved in the local oil industry—in exploration, marketing, or oil field services. Seven oil companies have sales or distributor networks throughout Nigeria.

Total expenditures by the oil companies in 1965 alone is estimated to have been more than $250 million. Conservatively, the oil industry employs 10,000 people.

In addition to oil fields, pipe lines, and crude oil loading terminals for supertankers, a petro-chemical industry is already in existence. A $28 million refinery began operation in November 1965. In addition to the normal range of refined products, the plant is producing liquified gas (LPG) as a byproduct and shortly will produce animal feed supplements. Within two years, another $58.8 million plant is expected to be liquifying Nigeria's reserves of natural gas and exporting a production of one million cubic feet a day in refrigerated tankers to the U.K. This will mean Nigeria will rival Algeria as a major supplier for the British network of home and industrial gas consumption.

Plans are well advanced for two more major foreign-owned LPG plants, with an estimated combined investment of $28 million. Also, serious planning is being given to establishment of a fertilizer industry based on natural and byproduct gases.

U.S. participation in the Nigerian economy has been growing rapidly and at present more than 125 U.S. firms are established in the country. U.S. exports to Nigeria have risen steadily from $25 million in 1960 to $73 million in 1965.

Recent book studies Nigeria's economic base

"Foundations of an African Economy: a Study of Investment and Growth in Nigeria," was published in April as part of the Praeger Series of Special Studies in International Economics and Development.

Written by Ojetunji Aboyade of the University of Ibadan, the book describes the structural background of the Nigerian economy, capital formation and development theory in Nigeria, the level and composition of investment, and the national planning effort. The price is $15.

The series also includes "The Establishment of Industry in Nigeria," by Alan Sokolski (Feb. 1965), $12.50.

Write: Frederick A. Praeger, Publishers, 111 Fourth Ave., New York, N.Y. 10003.

Mission from Indiana working in Europe to boost State's trade

Group visits five countries to promote Hoosier products

The first Government supported Trade Mission from Indiana is visiting five European countries May 3-23 to promote Hoosier trade.

The Mission was organized by the Indiana Department of Commerce with the help of the U.S. Department of Commerce's Bureau of International Commerce. Members are looking for distributors, licensing and joint-venture arrangements, and direct sales.

They are promoting sales of Indiana-made electronic equipment; agricultural implements; phonographs, television receivers, tape recorders and components; locks; prefabricated houses; food packaging machinery; paints; truck bodies; small- and medium-sized electric motors, and sports equipment.

The mission will visit Oslo, Copenhagen, Stockholm, Duesseldorf, and Amsterdam.

Members were briefed last Monday by Commerce officials in Washington.

J. Robert Cutter of the Indiana Department of Commerce will head the group. Other members are Walter E. Best, Best Universal Lock Co.; Louis J. Collins, Radio Corporation of America; George I. Gibbs, Merchants National Bank; John E. Hasler, Premier Manufacturing Co.; F. W. Keuthan, Sargent Paint Co., and Karl R. Zimmer, Jr., Zimmer Paper Products Inc., all of Indianapolis.

Also, Frank R. Hale, Midwest Homes, Inc., Carlisle; Fred L. O'Hair, Central National Bank, Greencastle; P. H. Paulson, Morgan Packing Co., Austin; Richard A. Rosenthal, St. Joseph Bank & Trust Co., South Bend; E. J. Schaefer, Franklin Electric Co., Bluffton; S. M. Shobert, Plastic-Steel Corp., Walkerton; C. R. Wainwright, Telonic Industries Inc., Beech Grove; and Adrian A. Walser, Burch Plow Works, Inc., Evansville.

Since the first State mission approved by the Commerce Department went abroad early in the summer of 1964 to promote its products, more than $21.8 million worth of goods have been sold overseas as a direct result of the work of such groups from eight States.

ACTION PLANS for key areas affecting exports are talked over at Gaithersburg meeting by (l. to r.) NEEC Vice Chairman R. F. Dwyer and Chairman C. A. Gerstacker; Sec'y Connor; Asst. Sec'y Trowbridge; D. A. Douglas, Jr., Douglas Aircraft, and Mark C. Feer, Deputy Asst. Sec'y, Commerce.

THREE KEY REPORTS ADOPTED

NEEC backs new policies

Action-committee proposals focus on financing, taxation, freight rates

Reports by three action committees dealing with Government and business practices affecting export growth were considered and formally adopted at the National Export Expansion Council's sixth plenary meeting.

Welcomed by Secretary of Commerce John T. Connor and Bureau of Standards Director Allen V. Astin to the Bureau's gleaming new headquarters in Gaithersburg, Md., the NEEC members approved action-committee recommendations on export financing, taxation and exports, and ocean transportation, freight rates and export expansion.

Carl A. Gerstacker, NEEC chairman and Dow Chemical Co. board chairman, hailed Export-Import Bank President Harold F. Linder for taking "the lead in response to our recommendations," alluding to a Linder address a week earlier to the Bankers' Association for Foreign Trade (INTERNATIONAL COMMERCE, May 2, pp. 6-9). Linder had announced a series of 17 decisions for liberalizing Eximbank/FCIA insurance, guarantee and direct-lending programs, largely responsive to recommendations in the NEEC action committee's draft report on financing, prepared in February.

"All three action-committee reports have been studied and discussed by the Executive Committee of the President's Cabinet Committee on the Balance of Payments," said Gerstacker. "We appreciate the invitation extended to the chairmen of the three action committees to meet with the full Cabinet Committee in the near future."

Taxation

Both administrative and legislative actions were proposed by the Committee on Taxation and Exports, headed by Gerstacker. Recommendations calling for Treasury Department and Internal Revenue Service implementation included:

U.S. companies exporting to subsidiaries abroad should be given guidelines for determining the reasonableness of export selling prices under varying competitive conditions.

The Revenue Service should allow taxpayers to repatriate funds from foreign affiliates without additional U.S. income tax, and permit full credit against U.S. taxes for any foreign income taxes applicable to the reallocation of earnings or expenses.

The Treasury Department should follow more liberal policies in approving tax-free exchanges for the transfer of patents and similar rights to the foreign affiliates of U.S. corporations.

Recommendations requiring legislative action were as follows:

Rules under which export trade corporations can obtain tax benefits should be simplified and liberalized.

Exporting manufacturers should receive a higher depreciation allowance on that proportion of their equipment producing goods for export.

Exporters should be allowed an "incentive deduction" for promotion expenses in connection with export sales.

The investment tax credit should be extended to U.S. taxpayers using or leasing equipment abroad.

The committee also recommended that two studies be made. One would deter-

mine the feasibility of changing the rules on export subsidies under the General Agreement on Tariffs and Trade. The other would take up the possibility of a general indirect tax, such as a value-added tax, as a source of revenue now raised by the Federal income tax.

Financing

The Committee on Export Financing, headed by Donald W. Douglas, Jr., president of Douglas Aircraft Co., included these recommendations in its report:

The voluntary credit restraint program relating to export credit should be dropped.

Establish a rediscount facility at the Export-Import Bank to insulate export credit from the effects of domestic monetary policy and to encourage commercial banks to push export financing.

Create a separate fund to be operated by the Export-Import Bank for export financing on a "national interest" basis.

The President should appoint a special committee to review the structure and policies of governmental agencies concerned with export credit.

Transportation

The Committee on Ocean Transportation, Freight Rates and Export Expansion, headed by NEEC vice chairman Robert F. Dwyer, highlighted these recommendations:

The Federal Maritime Commission should use its full authority to correct disparities and discrimination in ocean freight rates. Ocean carriers and U.S. shippers should cooperate in developing rate schedules conducive to increased trade, and American flag lines should initiate a review of import and export rates to achieve better equilibrium between them.

The requirement that 50% of commercial shipments of certain surplus agricultural commodities to Eastern European countries be transported in American-flag vessels should be terminated.

The Administration should seek to improve the competitive position of the coastwise maritime service so it can lower rates to levels which might be charged by foreign-flag ships in this trade.

The Federal Government should obtain agreement from the coal-carrying railroads to pass on, in the form of lower freight rates to U.S. exporters, those savings in transportation costs resulting from increased efficiency of the exporters' operation.

Firms about to invest abroad advised to check trade zones for many kinds of opportunities

Goods entering zones are exempted from U.S. customs laws; official says many U.S. traders don't even know they exist

U.S. businessmen considering expansion to overseas sites should first look into the comparable advantages of setting up operations in a U.S. foreign-trade zone, according to Richard H. Lake, Executive Secretary of the Foreign-Trade Zones Board.

Lake said that "all too many members of the business community are unaware the zones exist. Of those who know, many do not attempt to evaluate the potentials of the zone idea for their particular business."

Broad range

Lake, who is also a staff officer of the Commerce Department's Bureau of International Commerce, said that a foreign-trade zone, operated as a public utility in or adjacent to a U.S. port of entry, provides a broad range of opportunities. It can be used to advantage by firms engaged in manufacturing for world markets, exporting, re-exporting, importing, or transshipping foreign goods via the United States by land, sea, and air.

For example, foreign and domestic merchandise, materials, and components can be brought into a zone without being subject to U.S. customs laws governing entry or payment of duties. Imports are subject to customs regulations only if and when they leave the zone for the U.S. market.

In the zone, the goods can be used in manufacturing and processing for domestic and foreign markets. They can also be mixed, assembled, and manipulated; graded, marked, and packaged; exhibited; stored; or sold and shipped.

Oldest

The New York Zone, in business since 1937, is the oldest in the United States. It was the first one established under the Foreign-Trade Zones Act enacted in 1934. Total trade handled in the New York Zone during its 29-year history exceeds 3.6 million tons, valued at $497.7 million.

In addition to New York, there now are zones in New Orleans, San Francisco, Seattle, Toledo, and Mayaguez (Puerto Rico). Special-purpose subzones also are in operation in San Francisco and Penuelas (Puerto Rico).

More than 1,200 business firms used these zones and subzones in fiscal 1965. Shipments received and forwarded totaled 583,400 tons valued at $135.4 million, including 64,400 tons valued at $67.7 million in the New York Zone.

"Foreign-trade zones offer many hard-sought commercial and economic opportunities, certainly many more than have been fully realized in the past," Lake said. "I encourage each segment of the business community—business firms, trade associations, and officials at all government levels—to reexamine the zone idea and make the most of it."

Ralston, marketer, succeeds Mack in field services post

Appointment of Hugh C. Ralston as deputy director of the Commerce Department's Office of Field Services has been announced by Secretary of Commerce John T. Connor.

RALSTON

Ralston, until recently merchandising manager for the Ford Motor Co. in Europe, succeeds Joseph A. Mack, who retired November 30.

The new deputy director will assist Field Services Director Roy L. Morgan in directing the operations of the Department's network of 42 Field Offices in major commercial centers in the United States.

Ralston is a native of Pendleton, Oregon, a graduate of Pomona College and Columbia University and a Navy veteran of World War II who began as apprentice seaman and rose to lieutenant commander.

IN MANY TRADES

Ties abroad increasing

Associations, stepping up global promotions, focus on special problems

By STANLEY LICHTENSTEIN
Staff Writer

The scene: An all-industry meeting in New York City of a U.S. "domestic" trade association, the National Established Repair, Service, Improvement Contractors Association—NERSICA for short.

The speaker: Sidney L. Lifsher, president.

The subject: "Report from Europe."

The setting, the subject, the speaker's leadership role in the organization, all reflected the rapidly widening horizons of NERSICA and thousands of trade associations like it.

"Why," asked Lifsher, "do I accent foreign trade possibilities here, today, at a NERSICA all-industry meeting? Granted, that the primary interest of this association and of you gentlemen gathered here is domestic prosperity, and that most of today's meeting will be dedicated to discussions aimed at enhancing this domestic prosperity; still, none will deny that in this shrinking world it becomes increasingly difficult to separate our domestic prosperity from what is going on in the rest of the world."

Lifsher, reminding the delegates of the industry's growth and NERSICA's metamorphosis from a roofing and siding contractors' organization into one representing a wide home-improvement spectrum, sketched the background of the group's quickened foreign-trade interest:

"A few years ago, during Pete Johnson's term of presidential office, Pete did a tour of Europe, meeting roofers and remodeling contractors in many countries. He returned enthusiastic, and anxious to encourage more communications and idea-exchanges between American and European industry counterparts. As a result, NERSICA has for the past two years been affiliated with the International Federation of Dachdeckermeisters, which, like NERSICA of 30 years ago, is made up largely of roofing contractors—but who, also like NERSICA of years ago, is gradually expanding its sphere to include other fields of home improvement endeavors."

Trade Center Show

Lifsher recalled that at the Department of Commerce's first London Trade Center show in 1961, 62 American firms—mostly small ones—sold $1½ million worth of housewares. He called for stepped-up cooperation between NERSICA and the Department, with greater participation in trade fairs and shows and systematic utilization of market studies and other Department services.

As NERSICA and other long-established associations devote more time and energy to cultivating foreign markets, another breed of association lives and breathes world trade as a whole way of life. Among the newer examples of this body-and-soul kind of dedication to international commerce is the Meat and Poultry Export Association, founded this year in New York.

This crusading organization was founded "to combat the stigma and discounted prices that U.S. variety meats are confronted with on foreign markets today, as compared with similar Australian, New Zealand, Canadian and Argentinian products."

Long-range goals, as outlined by Executive Secretary Arthur Hartog, are to redress the industry's balance of payments, give the agricultural producer a higher return for his product, promote "unparalleled opportunities" for increased overseas trade, friendship and alliances, and "not only have greater tonnage of exports of meats, offals and poultry, but better."

Needed, Hartog says, are: a new book of rules—"the present book of rules was never designed for American but for Commonwealth countries"; minimum standards, below which no product should

MEAT AND POULTRY EXPORT ASSOCIATION'S LAUNCHING is symbolized by interlocking hands of the new world trade group's chief helmsman and godfathers. Arthur Hartog (center) is executive secretary and with him are U.S. Commerce Department's R. J. Zelenko (l.) and John J. Baker, New York Field Office.

fall but above which any processor can rise; uniform high standards of commercial conduct; elimination of trade laws discriminating against U.S. beef and meat exports; provision of neutral arbitration machinery, and other changes. Progress along these lines means, for one, better access to an estimated $50 million market in Great Britain alone.

Major headings on Hartog's list of problems for the association to combat are political barriers, high freight rates, misapplied veterinary and sanitary regulations, communications blocks caused by varying terms and specifications, port barriers and domestic regulations. But first and foremost, he believes, the U.S. exporter must end all vestiges of inconsistent quality, poor packaging and irregular supply.

Expert panel

At the association's second meeting, three experts were appointed to a panel on minimum specifications for variety meats. "We start at a time," Hartog explains, "when even the term *net weight* can't be defined. . . . Once the recommendations of the panel on specifications are accepted by the majority of our executive committee, we shall avail ourselves of the services of the U.S. Department of Agriculture to assist us in implementing these minimum specifications in the United States, and proceed to enlist the services of suitable U.S. arbitrators to protect our interests overseas."

In addition to the meat-and-poultry MPEA, there is another and older MPEA, but the two are not likely to be confused because the commodities they promote are so different. The 21-year-old Motion Picture Export Association, winner of an "E"-for-export-excellence award, is registered under the 1918 Webb-Pomerene Act waiving the application of anti-trust law provisions to organizations working to promote America's commerce abroad.

Statesmanship

The motion-picture MPEA is aptly described as "a sort of miniature State Department for the American film industry."

Founded at the end of World War II, the export association's first decade saw sustained growth in the industry, with overseas earnings rising from an "incidental" percentage at MPEA's birth to more than half of producers' and distributors' gross income by 1956 and to about 55% by 1965. World moviegoers were spending two-thirds of available screen time watching U.S. films, and returns from their patronage—plus rentals of U.S.-made television films—contributed a 1965 net of some $260 million towards a more favorable U.S. balance of payments.

MOTION PICTURE EXPORT UNIT'S PRODUCT is warmly greeted by Bombay crowd, part of world audience spending major screen time watching films made by association-promoted U.S. producers.

Commenting on this phenomenon, 20th Century-Fox's President Darryl F. Zanuck says:

"Only a small portion of these earnings, of course, represents profit. Most of it constitutes an essential foreign contribution toward amortization of the cost of American film production, since the day is long since gone when American film producers could recoup their production costs in the United States alone.

"The amounts which we earn abroad are dependent basically on three factors —the quality of our films, equitable pricing and a vigorous job of selling. The actual amount remitted from abroad to the United States is dependent upon careful control of operating costs. . . . For example, in 1962 the major American film companies were able by careful management to reduce the number of employees engaged in foreign film distribution activities to a total of 12,443 compared to 13,388 in 1961. This resulted in lower operating costs which, particularly when accompanied by increased earnings, meant that a larger share of our foreign income could be transferred back to the United States."

MPEA-fostered joint action, according to Zanuck, has brought about a gradual reduction of overseas trade barriers, and direct negotiations with individual governments have resulted in repeal of some of the most serious restrictions affecting American films. The association keeps in close touch with the European Common Market, the Organization for Economic and Cultural Development and the Herter Committee, exerting a definite influence upon GATT negotiations in Geneva.

Sixteen years younger than the MPEA is the American Motion Picture Export Co. (Africa), Inc., launched as a Webb-Pomerene corporation in 1962. Its entry on the scene has transformed theatergoing in the five English-speaking countries of West Africa—Nigeria, Ghana, Liberia, Sierra Leone and Gambia.

Nigeria is a striking example. Five years ago the country's 50 million people were served by only about 70 movie houses—all but one lacking a roof. These rudimentary open-air enclosures are now supplemented by 20 new theaters—seven of them fully air conditioned—and others are under construction. Older theaters have been rehabilitated.

The association stimulated these changes, not by engaging directly in theater operation, but by assuring a reliable flow of good films at stable prices and generating interest in modern theater construction. This approach encouraged major profit participation by local businessmen, who run the exhibition side of the industry while the American company

concerns itself solely with film distribution.

Joint owners of the American Motion Picture Export Co. (Africa), Inc., are Columbia Pictures Corp., Walt Disney Productions, Metro-Goldwyn-Mayer, Paramount International Films, United Artists Corp., Warner Bros. and 20th Century-Fox. Their participation guarantees to African audiences a substantial volume of U.S. films, shown concurrently with their release in other parts of the world. The local governments benefit from additional tax revenues, and new jobs for African workers are created as the local film industry grows.

Only by acting in concert were the seven large U.S. film companies able to bring about this growth and development. If each had tried to establish itself individually in West Africa, industry leaders say, costs would have been prohibitive and operating problems insurmountable.

What is true for the film industry in West Africa is true for many other industries in other parts of the world, and U.S. trade associations are increasingly concentrating on coordinated foreign-trade promotion—chalking up achievements not attainable if each firm acted separately for itself.

THE 1200TH PORTABLE ROTARY RIG to be exported by the George E. Failing Co., of Enid, Oklahoma, is on its way to the Somali Republic. The firm, a subsidiary of Westinghouse Air Brake Company, exported its first rig in the mid-1930's. Failing was an early recipient of the President's "E" export award.

Association facts

Information on the nation's trade associations may be obtained from a number of organizations and publications, including:

- Association Liaison Office, U.S. Dept. of Commerce, Rm. 4820 Main Commerce Bldg., Washington, D.C. 20230.
- Association Service Dept., U.S. Chamber of Commerce, 1615 H St., N.W., Washington, D.C. 20006.
- American Chamber of Commerce Executives, 1522 K St., N.W., Washington, D.C. 20005.
- American Society of Association Executives, 2000 K St., N.W., Washington, D.C. 20006.
- National Association of World Trade Secretaries, Inc., 99 Church St., New York, N.Y. 10007.
- National Association of Manufacturers, 277 Park Ave., New York, N.Y. 10017.
- *National Trade and Professional Associations of the United States—1966*, Potomac Books, Inc., 1518 K St., N.W., Washington, D.C. 20005. (Price, $2.80.)

Business students learn new techniques in exchange program

Business and economics students from 41 nations are learning business methods of other lands through an international exchange program by AIESEC, (Association Internationale des Etudiants en Sciences Economiques et Commerciale).

More than 50 universities in the United States sponsor chapters in the program, which last year exchanged 4,400 business students.

Contacts with individual firms are made in the fall of each year by student members of each chapter. A participating firm agrees to accept a student from a member country into a traineeship program, lasting from eight weeks to six months. Administrative details of the exchange are handled through the organization itself, with headquarters in New York.

Additional information about the program may be obtained by writing to AIESEC-Wharton, Dietrich Hall, University of Pennsylvania, Philadelphia, Pa.

German attitudes and credit cards

An attitude by the German public that use of credit accounts in restaurants and shops is not quite respectable is slowing acceptance of credit cards in Germany, the American Chamber of Commerce in Germany notes in its monthly review. But the credit card movement is nevertheless making progress.

At present, Amexco and Diner's Club cards are both used in Germany, with Carte Blanche planning to make an entry in two or three months, it is reported. The distinction between cards intended for travel and those used in retail trade is lessening, and is certain to be unimportant in European countries where banks operate nationally. Even more in 20-nation Europe than in the USA, credit cards can facilitate executive and business travel and resolve cash and currency problems. As elsewhere, expense accounts can be more easily audited and tax returns simplified, the chamber's review comments.

'E' AWARD IS THEIR OSCAR

World trade is drama to pair of actors turned combination export managers in young firm

In 60 countries, Meridian Enterprises regularly sells pool, water-treatment equipment, variety of other lines

Two former actors who find their current business careers "more exciting than the stage" came to Washington recently to take a bow at a ceremony in Secretary of Commerce John T. Connor's office.

For the combination export management firm, Meridian Enterprises of Los Angeles, Mr. and Mrs. Charles H. Nevil accepted an "E"-for-export-excellence award presented by Lawrence C. McQuade, Assistant to Secretary Connor.

Way back when, Nevil was in radio (remember "Junior" on the Dick Tracy show?) and Mrs. Nevil was appearing in off-Broadway productions. Today, as company president and vice president, they lead Meridian's staff of 14 in applying international showmanship to the marketing of swimming pool and architectural fountain equipment, water treatment supplies, textiles, electronics products, industrial machinery, medical products and a variety of other lines.

The six-year-old firm, using personal sales efforts abroad, direct-mail and advertising campaigns, and consolidated shipping techniques to handle 20 or more suppliers' products on a single bill of lading, has developed into better than a million-dollar-a-year business serving 30 U.S. firms and buyers in 60 countries.

Meridian's services are furnished even-handedly to seller and buyer. The Los Angeles firm, with operating offices in New York and Brussels, handles all export details, takes financial responsibility.

Within the last two years every major distributor throughout the world has had at least one visit from a Meridian executive. A number of U.S. factories marketing their products through the firm have been able to eliminate seasonal unemployment while stepping up their income.

"We know them all personally," the Nevils say of the 500 repeat customers they serve abroad. The man-and-wife executive team visits a fiery wrath on anyone daring to assert that combination export managers don't stand behind the goods they sell.

"We've *got* to serve foreign customers better than the factories might when left to their own devices, because we have no domestic customers, no other interest," the Nevils observe. "For us the overseas market is primary, not secondary."

Continually studying growth patterns and potential marketing areas, Meridian has been instrumental in educating U.S. manufacturers on the need for speedy delivery and quality control—"even beyond the U.S. norm."

As circumstances demand, the California company grapples with problems like the performance of electrical apparatus under 50-cycle conditions and conversion of plumbing fittings to standard overseas threads.

Through Meridian, U.S. suppliers have installed the courtyard fountain—"one of our largest"—at Hong Kong's Peninsula Hotel and a swimming pool at Gen. de Gaulle's residence in Rambouillet.

The combination export management firm approaches each market with "savvy"—keeping in mind, for example, that England has only three weeks of good swimming weather per season, that Iceland's thermal springs assure a ready supply of warm water, that Germany is strong on athletics and swimming, and that a relatively dormant demand in Portugal may be awakened through a tailored selling approach.

Sometimes, when an inexperienced customer is on the verge of purchasing the wrong kind of equipment for the installation needed, Meridian is at pains to counsel the buyer to make a more economical investment. Satisfied customers give repeat orders.

For themselves and other combination export managers, the Meridian gospel preached and practiced by the Nevils includes these doctrines:

- ► Serve wholeheartedly both buyer and seller.
- ► Go where the customers are and provide design and technical services suited to their varying needs.
- ► Diversify; equip yourself to be the central source of supply for a broad range of product lines, attracting customers to "supermarket shopping."
- ► Go beyond direct export sales into licensing, investment, contract manufacturing where necessary to hold markets.
- ► Set your sights, in short, on becoming a total international business management company.

"Today, swimming pools," Charles Nevil reflects. "Tomorrow, potato chips?"

IN LIMELIGHT AGAIN, the Nevils are flanked by Commerce Dept.'s McQuade (l.) and Schnellbacher.

MEMPHIS MAYOR William B. Ingram, Jr. (right) accepts the Mississippi Valley World Trade Council's award as Honor City for 1966 from New Orelans Mayor Victor H. Schiro (center). Eldon J. Gilly, General Chairman of the 21st. annual Mississippi Valley World Trade Conference, looks on at left.

Export zeal leads to record attendance at 21st Mississippi Valley World Trade Conference

Memphis honored for role in expanding area's foreign trade; Commerce official outlines prospects for trade mission program

A record of more than 500 exporters and would-be exporters turned out for the recent 21st Mississippi Valley World Trade Conference in New Orleans. The growing attendance at this yearly event reflects New Orleans' increasing role as an export center for the heartland of America.

The conferees saw Memphis Mayor William B. Ingram receive an award honoring the Tennessee city for its part in the aggressive export growth of the Mississippi Valley area, which helped maintain New Orleans' status as the second-ranking U.S. port for foreign commerce.

Foreign tonnage handled by the Port of New Orleans has grown by 253% since 1946, and almost doubled between 1960 and 1964, the last full year for which complete trade figures are available. New Orleans exports goods from as far north as Lake Superior and as far west as the Denver area.

At the general session on "Trade Promotion—Missions, Fairs, Ships and Exports and Imports," Roy F. Gootenberg, Director of the Commerce Department's Trade Missions Division, described the outlook for the Government's program to expand exports through trade missions, fairs and ships.

Combining programs

"Now that we have broken through the experimental frontiers in utilizing certain new trade promotion techniques, the most challenging problem in the immediate future will be effectively using several programs together," he said.

"Our first important attempts along this line will combine Mobile Trade Fairs with Industry-organized Trade Missions into single integrated projects. Some of these projects may also utilize the 'between-show' facilities of European Trade Centers and be programmed to also appear at important commercial exhibits abroad. These combined operations can add new dimensions to each of the techniques," according to Gootenberg.

Pilot projects

"Five pilot projects of this variety are being planned, three for the fall of 1966 and two for the following spring. One of these, involving exhibits of teaching electronic aids, would be carried by specialy equipped tractor-trailer units to Mexico and Central America.

Fruits of success

New Orleans' export success has forced its International Trade Mart to draw up plans for a new building to replace its outgrown headquarters. The 33-story structure will contain exhibit space, a convention auditorium and an open-air display plaza, as well as vastly increased services for New Orleans' export community.

"Farther in the future we plan to combine the America Weeks consumer goods promotion with fashion shows, industry-organized missions, and concurrent trade center promotions for a full-impact saturation campaign. The dynamism of our approach is reflected in the increased participation of stores, firms and individual entrepreneurs throughout the world."

Long range

Despite each of these short range pre-occupations. Gootenberg emphasized that "all of these programs represent far more significant longer range opportunities for the participation of American industry in the commercial and developmental aspirations of our friends abroad. This is a complex of programs designed far beyond the meeting of our short run balance of payments problem.

"We are in it permanently, and the continued relationship of business and Government is profoundly altering the role of your Government in the process."

In his banquet address, President John E. Carroll of the American Hoist and Derrick Company in St. Paul, challenged the U.S. Government to provide more assistance to American exporters. He said that several of the Government's rules and regulations hamstring exporters, instead of offering them the "prize" that free enterprise requires to be truly effective. As means of increased Government protection, Carroll called for tax exemptions for exporters and government insurance against losses incurred by dock and maritime strikes.

Taiwan credit checks

The U.S. Embassy in Taipei reports that a much-needed credit information service is now available in the Republic of China from the Chinese United Credit Center, 73 Yenping South Road, Taipei, Taiwan.

Organized in 1960 for exchanging credit information, it has recently opened its services to nonmembers on a fee basis. It now has 20 members (banks, insurance companies & government commissions) supplying information and employs a staff of 12.

Replies are made within two weeks of inquiry and rates are around $8 for information on a firm in Taipei, double if outside the city.

TAIWAN TRADE MISSION MEMBER SAMPLES U.S. PRODUCT: S. G. Koo, who has served as a member of a trade mission of his country's Agriculture Ministry, recently visited the Chung King Corp., Duluth, Minn. The U.S. company exports some of its American-Oriental food products to Asia through Hong Kong and Tokyo brokers, and buys water chestnuts and bamboo shoots from three Taiwan companies headed by Mr. Koo (second from left). Taiwan food executive, Chau Gee Chiu, also takes a bite.

Engineers to hold 3rd international institute in October

"Expanding International Engineering and Construction Through Teamwork" will be the theme of the Third Institute for International Engineering to be held Oct. 4 to 7, at the University of Colorado in Boulder.

Eugene B. Waggoner, president of the Consulting Engineers Council/USA, will deliver the keynote address on the subject "The Need for U.S. Teamwork in International Engineering and Construction."

One of the sessions will be devoted to the mechanics, the legalities and the methods of securing overseas projects, and opportunities of participating in international work.

At other sessions specialists will discuss various phases of teamwork, including work with U.S. government departments; with technical agencies; private financial institutions and with public financial institutions.

The Institute, held every two years since 1962, is sponsored by the University of Colorado, in cooperation with the Consulting Engineers Council/USA, and the U.S. Department of Commerce.

Yugoslav mission to visit 10 U.S. cities

Firms may schedule appointments through Commerce Field Offices

An 11-man trade mission from Yugoslavia is scheduled to visit the United States May 9-June 10, returning a visit by an official U.S. trade mission to Yugoslavia in the fall of 1964.

The mission will be composed of representatives of Yugoslav industry, banking, government, and foreign trade agencies.

U.S. businessmen wishing to discuss trade opportunities with mission members can arrange appointments through Commerce Department Field Offices. The group will be in Washington, D.C., May 9-10; New Orleans, May 11-13; Los Angeles, May 14-17; San Francisco, May 18-22; Chicago, May 23-24; St. Louis, May 25; Pittsburgh, May 26-27; Boston, May 28-June 1; New York, June 2-6; Philadelphia, June 7-8; and Washington again, June 9-10.

Yugoslavia's imports from the United States were up 10% last year, although its imports from all other countries dipped 2%. Yugoslav exports to the United States were up 20%. The mission's goal will be to expand this two-way trade.

Growth in Lebanon increases market; display unit open

Lebanon's steady economic growth is creating a market for a variety of American products that can be offered through the U.S. Sample Display Center in Beirut.

The Bureau of International Commerce opened the Center in January 1965 to help U.S. manufacturers locate agents and distributors in developing markets.

A recent survey by the U.S. Commercial Officer in Beirut reveals a number of items the Lebanese particularly need or want. Some already are on the market in limited quantities, but the survey indicates the U.S. share of the market can be increased.

On the list are pharmaceutical goods (absorbent cotton, gauze, bandages, plasters), photographic equipment and supplies, binoculars, microscopes, meat grinding machines, sewing machines, sewing aids, hunting equipment, guns and ammunition.

And still others

There also is a growing demand for such consumer items as doorbells, television antennae, ice making units, electric knives and other small appliances, toys, electric blankets, heating pads, new varieties of canned food products, stationery, cosmetics and interior decorating materials.

The Beirut Sample Display Center is located in the U.S. Embassy. American products and literature are displayed without charge for 30 days. The Commercial Officer sets up the exhibits, handles publicity and coordinates communications between local businessmen and U.S. manufacturers.

There is no charge. The exhibitor pays only one-way freight and incidentals—packing, insurance and documentation fees—from his plant to port of entry.

In addition to Beirut, BIC's Sample Display Service is available in Manila, the Philippines; Nairobi, Kenya; and Bangkok, Thailand.

Write: Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, or contact any of the Department's 42 Field Offices.

Merry month of May a busy one as U.S. sharpens export drive

More than 525 American companies will have participated by the time June approaches; market research encouraging

Sixteen U.S. overseas trade promotion campaigns will be staged this month, making it one of the busiest of the year for U.S. manufacturers seeking new export markets.

More than 525 U.S. firms will participate. Show-and-sell exhibitions will be held at all six U.S. trade centers and at four international trade fairs. The Bureau of International Commerce calendar also shows Commerce participation in two U.S. national exhibitions and an industry-organized trade mission.

Supporting this schedule are countless hours of market research and development designed to boost sales of a stunning variety of U.S. products all around the globe.

This is the trade center calendar:

Frankfurt, now in progress—Twenty-six U.S. plastics converters and manufacturers in the show, "Plastics, U.S.A."

London, May 10-20—Security and fire prevention equipment show by 21 U.S. manufacturers.

Milan, May 17-23—Metal finishing equipment show with 23 U.S. firms.

Tokyo, May 17-27—Thirty U.S. manufacturers will seek to advance exports of industrial modernization equipment.

Bangkok, May 18-31—Garage and service station equipment by 22 U.S. manufacturers.

Stockholm, May 20-27—Twenty-four U.S. manufacturers show industrial fasteners, the sophisticated nuts and bolts of modern industry.

International trade fairs

Sixty-six U.S. manufacturers took part in a U.S. exhibition of heating, refrigeration and air conditioning equipment at the famed Hanover Trade Fair. It opened April 30 and was scheduled to close May 8.

One of the largest assemblies of new American medical and hospital equipment to be shown overseas will be featured at the U.S. exhibition at the International Hospital Exhibition in Stuttgart, Germany, May 11-14. Forty-three U.S. firms will display their products.

Paris will be the scene of France's Institutional Equipment and Supplies Exhibition, May 19-23. Forty-three U.S. manufacturers will show and sell advanced training and industrial training aids.

Seventy-three U.S. manufacturers of instruments, components, and computers will participate in the BIC-sponsored show at the International Instruments, Electronics, Automation Exhibition (IEA) in London, May 23-28.

In addition, BIC supported the efforts of 11 American aerospace firms and the Air Force Association at the Hanover Air Show, which ran concurrently with the Hanover Trade Fair.

The BIC also is operating a Business Information Center at the 39th International Industries Fair in Brussels, Belgium, now underway, and will manage one at the International Agricultural Fair in Novi Sad, Yugoslavia, May 14-23.

These centers help U.S. manufacturers find more buyers and agents abroad. More than 300 U.S. business proposals were presented at the Brussels fair, and about 140 will be proposed at the Novi Sad fair.

The ingenuity of the American free enterprise system will be demonstrated at two BIC national exhibitions.

The products of 120 American firms representing almost every segment of the U.S. tool and equipment manufacturing industry, will be featured at the U.S. National Exhibition at the Budapest International Fair, May 20-30.

Twenty-four American firms will display educational aids and agricultural equipment at the U.S. National Exhibition at the International Fair in Tunis, May 27-June 12.

To complete the May export drive, the Bureau of International Commerce has given its assistance and support to the Indiana State Industrial Trade Mission, now in Europe. Members will seek out trade opportunities in Germany, the Netherlands, Norway, Denmark and Sweden through May 23.

Hi-fi enthusiasts visit London Center despite rain, snow

It was snowy and rainy during the first week of the high fidelity equipment exhibition at the Trade Center in London but still the music buffs turned out.

A total of 1,194 (735 from the trade) visitors looked at and listened appreciatively to American equipment. Orders booked totaled $79,650. The 20 exhibitors (representing 33 firms) were gratified with the response and reported a high level of interest, in sales and representation offers.

Nine firms reported immediate sales, with additional sales pending. Several were negotiating for agencies by the time the first week ended.

The April 14-22 show coincided with the International Audio Festival and Fair at London's Hotel Russell, a well-established annual event which has a special place in the British audio scene. The United Kingdom audio industry does not have a central representative trade association comparable to the American Institute of High Fidelity and the annual Fair has become, in effect, the equivalent and the focal point of industry activity.

Some enter both

Several American companies which have a long-standing association with the British exhibition took part in both events and there was a constant traffic of visitors between the Trade Center and the Hotel Russell.

The American Institute of High Fidelity sponsored the Trade Center show jointly with the United States Department of Commerce, and the Institute's president, Walter O. Stanton, joined Donald Kilby in greeting the guests at a preview and reception for key figures in the industry. In a reference to the Fair, he noted that America has long provided a market for high quality audio equipment manufactured in Britain and expressed the belief that there could now be an increase in the two-way flow of trade between the two countries.

On this evidence, there is considerable potential for long-term development by companies making their debut in the British high-fidelity market. Many participants are considering the appointment of U.K. agents to follow up the interest stimulated by their participation.

BRITISH AUDIO INDUSTRY was well represented at the show by dealers, distributors and manufacturers. Below, B. D. Barthope (left) of Electronic Components & Audio Services, Ltd., gets technical rundown on a pre-amplifier displayed by Sherwood Electronics, Inc. J. Blare, export manager, gives details.

AMERICA'S WELL-KNOWN 'AUDIO MAGAZINE' displayed copies of edition containing special supplement about the show. Editor Charles G. McProud and Mrs. McProud discuss latest developments in the industry with Donald Aldous (center), technical editor of the British publication, 'Audio Record Review.'

EXHIBITION BRIEFS *WORLDWIDE*

Briefs are condensed from the reports of U.S. commercial officers on-the-spot. They are meant to stimulate investigation of likely markets and to show the scope of opportunity for U.S. product demonstrations and sales. The more detailed full reports are available. Only exhibitions showing international goods are listed.

Write: Office of International Trade Promotion, U.S. Dept of Commerce, Washington, D.C. 20230.

TURIN READY-MADE CLOTHING, Feb. 18-21. 394 exhibitors from nine countries. NO AMERICAN EXHIBITORS. Officials state American-made children's clothing, sportswear (particularly ski and swimming), women's underwear, casual wear and clothing novelties would be competitive. Attendance (trade only) 13,553 from 40 countries. Most successful in ten years. Sales estimated at $8 million. Most important clothing show in Italy and one of five most important in Europe. Fall fair set for Sept. 8-11.

OFFENBACH LEATHER GOODS, Germany, February 26-March 3. 453 exhibitors from 89 countries in handbags, luggage and small leather goods. Some production machinery and leather. 2 AMERICAN EXHIBITORS. Former pronounced national differences in styling are seen merging and gradually being replaced by an international style. Attendance (trade only) 25,000, up 10%. No sales estimate but exhibitors pleased with immediate sales and future prospects. Future sales for U.S. producers considered improved; Samsonite firmly established in market. Next fair August 27-September 1 but most exhibit space booked under long term contracts. U.S. Trade Center in Frankfurt considering alternative exhibit to test market U.S. leather goods.

UTRECHT SPRING FAIR, March 7-16. 3,818 companies represented, from 31 countries, in consumer and capital goods; 209 AMERICAN COMPANIES EXHIBITED. Attendance (trade and public) down 25%. Sales reported as moderate to fairly good. The fair is considered an excellent medium for U.S. companies. Autumn fair set for Sept. 5-13.

SWISS IMPORT FAIR, Zurich, March 25-April 3. 200 exhibitors representing 716 companies from 19 countries, mostly in machine tools, SOME AMERICAN EXHIBITORS.

Pulp, paper equipment show in Stockholm may smooth way into Scandinavian market

Show to be staged Sept. 13-21; Sweden's forest products industry expected to spend $200 million on new equipment in next three years

The first U.S. export promotion show aimed at providing American manufacturers of pulp and paper equipment with an easy entry into the Scandinavian market has been set for next fall.

The Bureau of International Commerce will stage the show Sept. 13-21 at the Trade Center in Stockholm. U.S. manufacturers and suppliers have been invited to take part.

BIC's recent Scandinavian market survey shows that high stumpage prices, rising wage scales and skilled-labor shortages have spurred the forest products industry to seek methods to cut production costs, and ways to use raw materials more efficiently.

Sweden's forest products industry is expected to spend more than $200 million on new capital equipment over the next two to three years to expand and modernize existing facilities.

Export opportunities are especially promising for such U.S. products as machinery for chipping and grinding pulp logs; pulp stones; digesters and defibrators; chemicals and felts, devices for on-line and laboratory measurement and control of moisture content, thickness and uniformity; finishing-room equipment; special valves and regulators to control volume and mixtures; instruments, meters and gauges; pumps, compressors and water supply stock-recovery equipment; and suction box covers.

Write: Bureau of International Commerce, Code 8193, Department of Commerce, Washington, D.C. 20230 (phone: area code 202-WOrth 7-3842), or to any of the Commerce Department's 42 Field Offices.

$6 million in Osaka

U.S. exhibitors at the Osaka international trade fair have reported the following sales figures:

Off-the-floor: $427,740.

Projection for next 12 months: $6,194,000.

A total of 3,908 registered printers and bakers out of 10,000 invitations attended the three-week fair.

Sea transport, medical care exhibits scheduled in Sweden

American manufacturers involved in two widely different fields will have a promising opportunity to enter the Swedish market next year.

The occasions will be the International Sea Transport Exhibition, scheduled for April 1-9, and the Medical Care and Health exhibition, to be held Sept. 28-Oct. 5, both in Goteberg.

The sea transport show will be divided into two parts. The main section will be devoted to the various kinds of transportation equipment, including cranes, lifts, small vehicles and containers, trucks and other equipment used between harbor points and the origin and destination points. The other part will include ship equipment, such as engines, propellers and navigational instruments.

Held every three years, the medical care show seeks to illustrate the rapid development which has taken place in medicine and medical techniques. Technical sections will include buildings, aids to improved communications, beds, furniture, instruments and dressings, dental care, outdoor equipment and therapy. In addition, several congresses and information days will be arranged for doctors and concerned organizations.

Write: (Name of fair), Svenska Massan, Goteberg, Sweden.

FATS AND OILS

A South African producer of edible fats and oils, stearic acid, and drying oils for the paint trade seeks to expand its product line through a licensing arrangement with a U.S. firm.

The South African company reportedly is interested in manufacturing specialty products, based primarily on raw materials available in fats and fish oils.

Write: Marine Oil Refineries of Africa Ltd., Dido Valley, Simonstown, Cape Province, South Africa. WTD.

MEDITERRANEAN FAIR

American firms and organizations have been invited to the 21st Mediterranean Fair to be held in Palermo, Italy, May 26-June 9. **Write:** Italian Embassy, Washington, D.C.

India will import more this year, but policy is still restrictive

Quotas for 30 essential items raised; some quotas eliminated; but foreign exchange problem keeps overall policy stringent

India's import policy for the licensing year April 1, 1966-March 31, 1967 (India's fiscal year) provides for slightly larger allocations for imports by both established importers and actual user industries than in the previous licensing year.

The new policy continues to be severely restrictive, however, because of India's continuing foreign exchange difficulties. Overall exchange allocations have not yet been announced, but the extent of the liberalization is expected to fall short of restoring the 1964-65 position.

Quotas for established importers have been increased for 30 essential items. These include spare parts of tractors and agricultural implements; spare parts of printing machinery; spare parts of diesel engines, industrial air-conditioning machinery and general purpose machinery; industrial carbons; scientific and surgical instruments; dental instruments; hearing aid batteries; dyeing and tanning substances; homeopathic medicines; anhydrous dextrose (excluding preparations thereof); X-ray film; rubber contraceptives; rubber blankets; studio electric and projector lamps; raw film; motion picture film; raw or salted hides and skins; books; and stereo flongs.

Some quotas dropped

At the same time, quotas were eliminated for a number of items previously licensable only to established importers. These include tractor and off-the-road tires and tubes; steel belt lacing; spare parts for gasoline and kerosene engines; spare parts for outboard motors; sera, vaccines, toxins, and anti-toxins; empty gelatine capsules; certain optical instruments; and nickel catalyst. Typewriter parts and rough lens blanks (except bifocal blanks), which previously were licensable to both established importers and actual users, have been banned to established importers but remain open to actual users.

The import policy for established importers have been modified to allow greater flexibility in the utilization of their licenses. Items licensable to established importers are now divided into the following commodity groups:

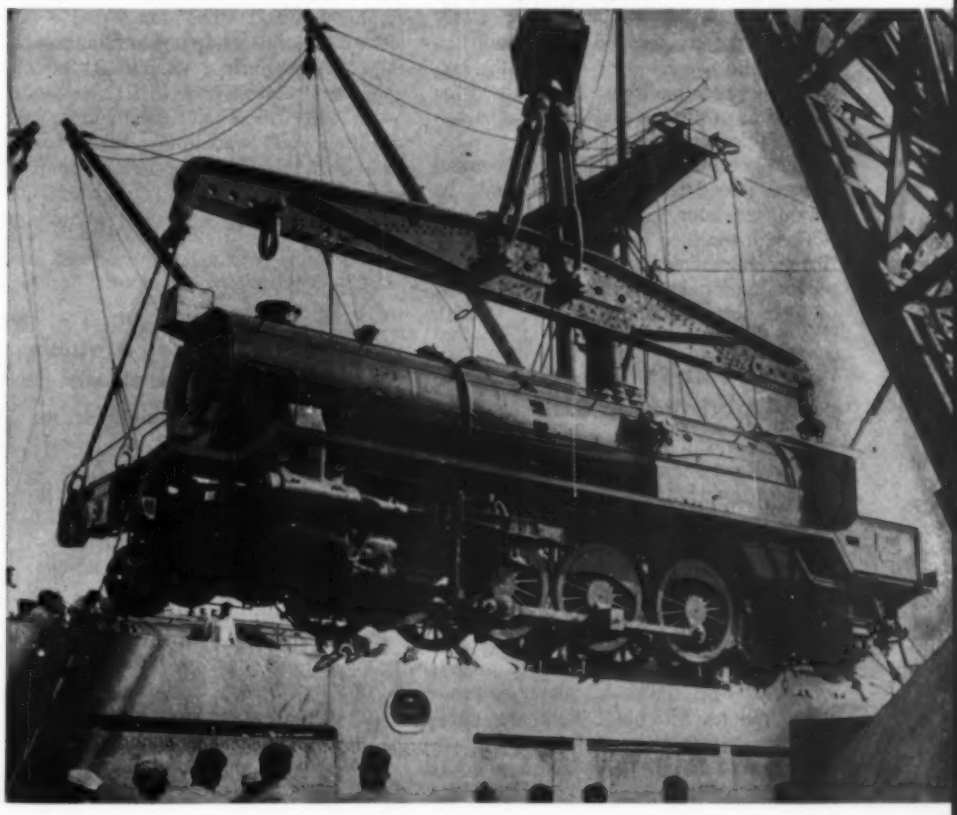
Components and spares;
Parts of motor vehicles, tractors and agricultural implements, diesel engines, motors, and generators;
Cinema machinery and spares;
Instruments and appliances;
Items required by newspaper establishments;
Drugs and medicines;
Chemicals;
Dyeing and tanning substances;
Studio equipment;
Consumer goods.

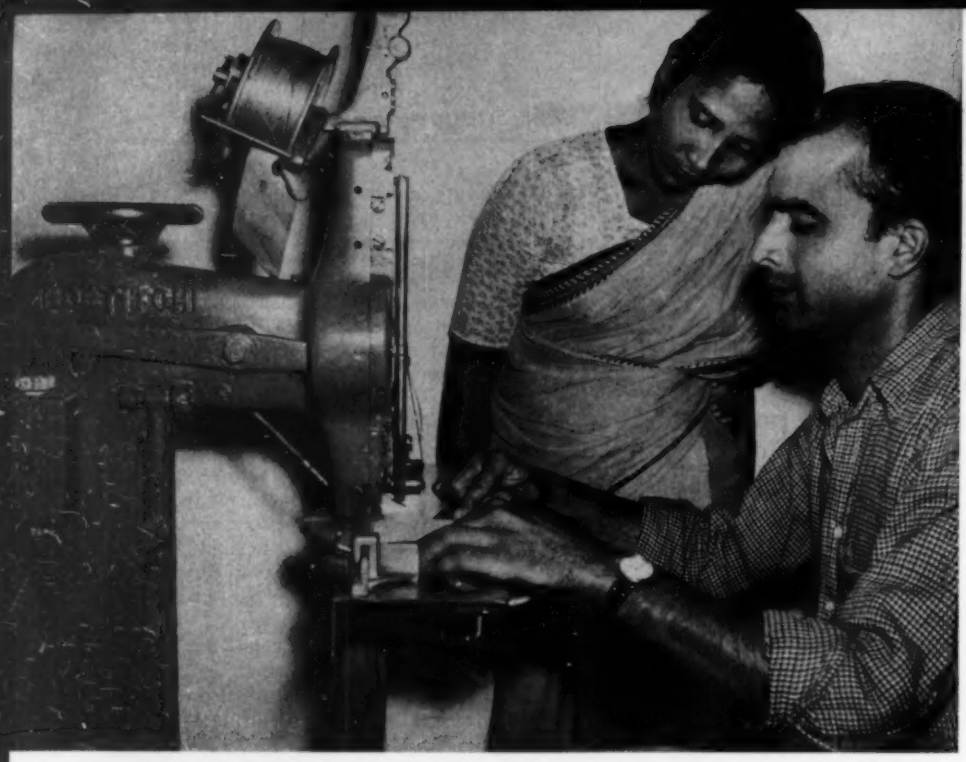
Within each group most items have been made interchangeable, so that licenses issued for any particular item are also valid for import of other items in the group.

Licenses still issued

Licenses to both established importers and actual users will continue to be issued on an annual basis under the current policy, subject to certain conditions as to their utilization. For established importers, annual licenses valued up to $1,050 may be utilized in one lot at any time during the validity period of the license. In the case of licenses valued at more than $1,050, however, not more than 50% of the value of the license may be ordered or remitted during the first six months of the licensing period. Utilization of the remaining 50% during the second half of the licensing year requires endorsement by the licensing authority

INDIA HAS RAISED ITS IMPORT QUOTAS for spare parts for diesel engines and 29 other essential items. Although Indian imports are expected to increase during 1966, the severe foreign exchange shortage will limit gains. This locomotive for the Indian Railways is coming onto the dock at Bombay.





ESTABLISHED IMPORTERS WILL CONTINUE TO RECEIVE LICENSES on an annual basis. The Indian girl is being instructed in the operation of a U.S. stitching machine imported under an earlier quota.

and is subject to such change in value or conditions as the Government may decide.

Accordingly, annual licenses to established importers will be issued with an initial validity period of six months, extendable when the license is submitted for validation of the second half of the annual entitlement.

The conditions applicable to annual licenses issued to actual users are to be announced later.

For information on the licensing policy for specific items, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Iran prohibits imports of 24 pharmaceuticals

The Central Bank of Iran has instructed commercial banks to refrain from accepting applications for registration of orders for the importation of 24 types of drugs and medicines, effective last March 12.

The prohibited items are ampoules of distilled water (for injection); normal saline and glucose ampoules (for injection); calcium ampoules (dosage form); ampoules of sodium salicylate; aldrenaline ampoules; vitamin C ampoules (dosage form); atropine ampoules; camphorsulphonate sodium ampoules; emetine ampoules of all kinds; aspirin tablets (salicylic S/acid); A.P.C. tablets, vitamin C tablets of all kinds; P.A.S. tablets and pills; phenobarbital tablets (luminal); sulphamide and allied compounds—tablets of all kinds (sulphaguanidin, sulphathiazol, sulfadiazin); vitamin B1 tablets; ephedrine tablets; vitamin B12 ampoules —50, 100, 1,000 microgram; aminophiline ampoules; ouabain ampoules (dosage form); strychnine ampoules; vitamin K ampoules and tablets (dosage form); isoniazide tablets; piperazine syrup and tablets.

King opens Saudi Arabia's first industrial estate

King Faisal inaugurated the Petromin industrial estate, Saudi Arabia's first, in Jidda on April 8.

The estate paves the way for an industrial complex which includes a steel rolling mill with an initial capacity of 30,000 tons per annum; a 12,000 barrel-per-day oil refinery designed by Universal Oil Products and to be constructed by the Japanese Chiyoda firm; and also the site for the Jidda desalting plant. A plastic factory and a match factory are being discussed as additions to the main complex.

Finnish road, bridge projects will be open to international bids

Work will be part of $3 billion, ten-year road improvement scheme

The World Bank has approved a loan equivalent to $20 million to improve Finland's highway transportation.

Contracts for the work will be awarded on the basis of international competitive bidding.

The project being financed consists of the construction of a four-lane, 7.2-mile freeway, with approach roads, between Tampere, the second largest city, and Kulju; the construction of the Kyronsalmi Bridge, with adjacent road sections, to the island town of Savonlinna; the asphalt paving of about 1,250 miles of roads during 1966 and 1967; and the final engineering and design by consultants of an additional 210 miles of roads.

The current road project will be executed by the National Board of Roads and Waterways (NBR), an organization within the Ministry of Communications and Public Works responsible for the construction and maintenance of all public roads in Finland.

The Kyronsalmi Bridge will be a steel structure crossing a bay to Savonlinna, a resort town and growing manufacturing center. The present bridge, which is the only connection to the east, is a railway bridge that is also open to road traffic as one-lane during intervals between the passing of trains. Traffic across the bridge has doubled in the last two years, causing frequent and serious congestion. The roads to be paved are located in various parts of the country.

A transport survey has recommended investment of 9.5 billion Finnish marks ($3 billion) in the next ten years to construction improvement and pave 19,000 miles of highways.

Prior to the last Bank road loan, most of the road improvement and construction works were executed by the NBR's own forces, using local contractors for certain types of work. An earlier World Bank loan introduced for the first time in Finland the use of contractors for the entire work and established the principle of international competitive bidding. More extensive use of contractors and consultants has resulted in shorter construction time and reduced costs.

Machinery led exports

Machinery and transport equipment led U.S. exports in 1965 with total shipments valued at $10 billion, according to the U.S. Department of Commerce's Bureau of the Census.

All U.S. exports for 1965 were valued at $27 billion, according to the Bureau's annual summary of the value and quantity of exports, "U.S. Exports, Commodity by Country", which has just been published. Other major commodity groups were food and live animals ($4 billion); manufactured goods classed chiefly by material ($3.3 billion); crude materials, inedible, except fuels ($2.9 billion); and chemicals ($2.4 billion).

Exports of still another major group, beverages and tobacco, were valued at $517 million in 1965.

The report on U.S. exports, FT410, December, 1965, contains 564 pages of detail for statistical users. Free, single copies are available to the press from the News Room, U.S. Department of Commerce, Washington, D.C., 20230. Others may purchase copies for $3 each from the Superintendent of Documents, Washington, D.C. 20402.

Oil still tops in Libya, as '65 output jumped 41%

The petroleum industry has, for the past several years, been the most important and rapidly advancing sector in Libya's economy.

Production and export of crude petroleum increased by about 41%; there was substantial progress on the construction of pipeline and port facilities for crude oil and natural gas; significant new fields were discovered; and major, long-term marketing arrangements for both crude oil and natural gas were concluded.

Total 1965 production reached 445 million barrels as new fields were put on stream and new pipelines were put into operation.

An annual report for 1965 on the Libyan petroleum industry is available on loan from the Africa Division, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

Panama's expanding fishmeal industry will need imports

Embassy reports six investors are considering new facilities; only one is in operation now

Six potential investors are reportedly considering the establishment of fish-reduction facilities in Panama, which now has one plant in operation and another one expected to be in operation by mid-year. The decision to go ahead by these investors would generate import sales opportunities for industrial equipment and fishmeal exports.

Four of the proposed new plants are to be built on the Bay of Panama, near Panama City on the Pacific side of the Isthmus, according to the U.S. Embassy in Panama City. Any additional plants constructed in Panama would probably also be located on the Bay of Panama, the primary fishing area on the Republic for anchoveta and thread herring, the raw material for the industry.

Other items needed

One of the six potential investors has already established a company and has entered into active negotiations to purchase a fishmeal plant, probably from Peru. Besides the reduction plant itself, supplies of nets, marine hardware and similar items would be necessary.

The import of fishing vessels into Panama generally is prohibited and the vessels used in the domestic industry normally must be constructed in Panama.

Only one in operation

Promarina, S.A., is the only operating fishmeal plant in Panama, and its total 1965 production was about 6,250 tons of fishmeal and 1,554 tons of fishoil. The firm sold fishmeal to the United States (2,100 tons), West Germany (1,754 tons), Central America (925 tons), and local purchasers (1,500 tons). It sold fishoil to West Germany (1,240 tons), and local purchasers (258 tons).

A $2 million fishmeal plant is now under construction on Taboguilla Island several miles off the Pacific Coast near Panama City, and it will have a capacity of 35-50 tons of fresh fish per hour. Also under construction is a complementary boatyard to repair the company's fleet and build additional fishing boats.

Uruguay extends import restrictions to Aug. 31; bars on 42 items dropped

Uruguay has extended its import prohibitions on certain nonessential or competitive items through August 31, and ended import bans on 42 others.

The original decree establishing these restrictions was passed last October, and placed a 30-day import restriction on some 113 items in the zero or 30% surcharge categories, and prohibited all articles with a surcharge of 60% or higher from importation for six months.

Import restrictions on the zero and 30% categories were extended monthly and, if no further action had been taken by the Uruguayan Government, all restrictions were to have ended on April 18.

Under the provisions of the present decree, 42 articles which had previously been prohibited from importation are now allowed into the country. These include locomotives, railroad cars, industrial machinery, mills, motors, turbines, generators, transformers, accounting machines, radio and television broadcasting equipment, incubators, and pedigree animals for reproduction.

Although many of the items in the 30% surcharge category are no longer restricted, 27 items in this category still remain on the prohibited list, including replacement parts for miscellaneous machinery, agricultural machinery, ballpoint pens and pencils, needles, certain machinery and tools, chassis, semi-tractors, and buses.

International bidders supply Mexican irrigation goods

Mexico will use a $19 million World Bank loan to help pay for imports needed to improve and expand the irrigated farm districts in the central and northern parts of the country.

The Bank loan will be used mainly for civil works and to a lesser extent for machinery and spare parts. Contracts for construction and the purchase of equipment and supplies will be based on international competitive bidding.

The principal works involve the construction of storage dams, lining, extension and relocation of canals, the construction or rehabilitation of 385 miles of roads in the project areas, and the leveling of farm land.

A program of improved operation and maintenance will be started and the necessary equipment will be provided.

British firm loses U.S. export rights

Shipped U.S. spare auto parts to Cuba despite 1963 warning

Rad Reps (Factors) Ltd. of Hounslow, Middlesex, England, a dealer in automotive spare parts, and Anthony G. Hopkinson, a director and one of the principal officials of the firm, have been denied U.S. export privileges for at least two years because of reexportations of U.S. origin automotive spare parts to Cuba.

The U.S. Department of Commerce announced that the denial period is for five years, but the parties may apply for restoration of the privileges after two years.

The order was entered following a hearing at which the Department's Bureau of International Commerce presented evidence to establish that, despite knowledge of U.S. restrictions on reexportation of U.S. goods to Cuba, the parties shipped about $80,000 worth of automotive spare parts from England to Cuba in 1965.

Following a 1963 transaction, the parties had been told by a U.S. official of the restrictions on shipping U.S. goods to Cuba. Notices on the invoices and bills of lading also warned the parties of the reexport restrictions.

U.S. Export Regulations provide that without authorization from the Department of Commerce no party may trade in commodities exported from the United States with a party he knows has been denied U.S. export privileges.

U.S. firms offered licenses on AEC-owned French patents

The U.S. Atomic Energy Commission has announced the titles of 45 AEC-owned French patents on which it will grant licenses.

While the Commission prefers to grant non-exclusive licenses for periods of from three to five years, it may, in specific instances, grant exclusive or limited licenses for limited periods. The specific terms and conditions of each license will be subject to negotiation; however, all licenses will be subject to the AEC's authority to grant licenses to United States nationals.

Copies of the patents may be obtained from the French Patent Office, Paris, for a service charge. Abstracts may be obtained from the News Service Branch, Division of Public Information, U.S. Atomic Energy Commission, Washington, D.C. 20545.

Inquiries with respect to a license on a particular patent, or group of patents, should be addressed to the U.S. Atomic Energy Commission, Washington, D.C. 20545, Attention: Office of the Assistant General Counsel for Patents.

U.S. group studies India's rural electrification potential

The National Rural Electric Cooperative Association (NRECA) has contracted to conduct the first AID-sponsored feasibility study of rural electrification in India.

NRECA will send a three-man team to India to make a 10- to 12-week preliminary survey in seven states, to be followed by intensive surveys in two or three states for establishment of pilot electrification projects through rural cooperatives.

NRECA, a national organization with approximately 1,000 local rural electric associations in the United States, currently has overseas activities in 22 developing countries under the AID program.

Loan helps New Zealand buy U.S. commercial jet

Air New Zealand, the New Zealand Government's international air carrier, will receive a $6.48 million Eximbank loan to help pay for a Douglas DC-8 jetliner and spare parts.

The new plane will be Air New Zealand's fourth DC-8 and marks the second step of an expansion program converting Air New Zealand from a small trans-Tasman Sea outfit into a major international carrier.

The new loan brings to $538 million the amount the Washington agency has made available to finance overseas purchases of U.S. commercial jet aircraft.

TUNISIA TO BUY U.S. GOODS

The Agency for International Development has authorized a $15 million loan to the Government of Tunisia to purchase commodities in the United States during 1966.

British firm loses right to U.S. exports pending results of Commerce probe

Cargo Consolidation Services, Ltd., of Hayes, Middlesex, England, and its managing director, Albert Sydney Bone, have been denied all U.S. export privileges for 60 days.

The action by the Department's Bureau of International Commerce, which became effective April 19, was based on allegations that Bone falsely told an official of the U.S. Government that automotive spare parts imported to the United Kingdom from the U.S. had been reexported to South Africa.

Three other firms of which Bone is managing director were named related parties in the proceedings and are subject to the same restrictions. They are Cargo Consolidation Services (Forwarding), Ltd.; Cargo Consolidation Services (Holdings), Ltd., and A. S. Bone (Merchandising), Ltd., all of Hayes, Middlesex, England.

Formal charges of U.S. Export Control Act violations will be instituted. The parties will have opportunity to contest the charges and present evidence in their defense.

All outstanding validated licenses in which Bone and his firms have an interest are cancelled. The U.S. Export Regulations provide that, without authorization from the U.S. Department of Commerce, no person may trade with a party he knows has been denied U.S. export privileges, in commodities exported from the United States.

Spanish buyers of U.S. goods receive $7 million credit

Firms in Spain desiring to purchase U.S. goods may be able to arrange financing through any one of three leading Spanish banks—Banco Urquijo, Banco Industrial de Bilbao, and Banco de Financiacion Industrial—as a result of credit lines totaling $7 million which have been extended to these banks by the Export-Import Bank.

The credit lines were established to allow Spanish business enterprises to finance the purchase of machinery and equipment in the United States without the further extension of credit by U.S. exporters. Arrangements for utilization of the lines may be made by prospective importers in Spain through direct negotiation with one of the banks.

French firm offers licenses to produce its equipment in U.S.

Products include thermal conductivity measuring apparatus, gas chromatographs and low-temperature chemistry equipment

A French manufacturer seeks U.S. licensees to produce thermal conductivity measuring apparatus; gas chromatographs; inorganic chemistry apparatus; and low-temperature chemistry apparatus.

For additional information, in French, below and the name and address of the manufacturer, **write:** Office of International Investment, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, referring to the File number.

The thermal conductivity apparatus is available in the following types—sphere-method apparatus (powders, granules, fibers) operating at temperatures ranging from 0 to 900°C, under vacuum up to 0.1 torr and under pressure up to 25 bars; cylinder-method apparatus (refractories) operating at temperatures ranging from 0 to 1,700°C, under vacuum from 0.1 to 760 torrs; quick measure, plane-method apparatus for modular refractory bricks at temperatures ranging from 0 to 900°C; apparatus performing measurements on metals and materials in sheet form (plastic, elastomers).

Special applications

Gas chromatography columns are offered in all lengths-diameters, especially large diameters, and all stationary phases and gas chromatography apparatus is available for the following special applications: detectors, i.e. catharometers, flame ionization, electron capture, other ionization detectors, gas density balances; constant or programmed temperature; and very-high resolution, high-accuracy quantitative, and high capacity quantitative apparatuses.

The inorganic chemistry apparatus includes variable, high-voltage generator (up to 2,500 volts) with wattmeter and voltmeter for high-voltage electrode supply; complete glass reactor with electrodes for gas synthesis using high-voltage discharge or corona; chemical generators of pure gases—oxygen through H_2O_2, Na_2O_2, nitrogen through NaN_3 or combustion $NH_3 + NA_2O_2$, and hydrogen through B Na H_4; automatic gas diffuser with volume/time recorder under constant temperature for applications in analysis, kinetics; control and manometric recording of split-second reactions in gaseous compounds from 10^{-2} to 10^{-4} second; MacBain balances able to work under pressure, high temperature, or corrosive gases, automatically registering gravimetry on paper, with sealed metallic jackets; platinum thermistor micro-oven with temperature control up to 1,600°C, crucible capacities up to 5cm3, for use in crystal growth studies, glass compositions, phase diagrams, melting point high temperature determinations.

The low-temperature chemistry apparatuses are liquefaction columns acting through refrigeration under normal pressure, columns for counterflow dissolution at low temperatures; cryogenic equipment for chemical reactions at low temperatures; and thermocryostat, −190°C to +150°C, with accuracy to ⅒ degree. **File 1399.**

Investment assistance

Firms responding to investment opportunities listed in this section may wish to inform the Bureau of International Commerce of their action in order that follow-up assistance can be extended where appropriate. Notification can be by postcard or simply a carbon of the letter addressed to the foreign firm. This will insure receipt of additional information as it becomes available.

A (★) following the name of the foreign firm denotes that additional information concerning the proposal is available at no charge by writing BIC-876, Department of Commerce, Washington, D.C. 20230.

WTD indicates that a World Trade Directory Report containing financial and business background information is available on the foreign firm proposing the investment opportunity. Copies are $1 each from the Bureau of International Commerce, (BIC-916) Rm. 6323, Department of Commerce, Washington, D.C. 20230.

Special assistance is available to firms wishing to further their own joint venture and licensing interests abroad by calling Area Code 202, WO 7-4065 or by writing BIC-878, Rm. 1520, Department of Commerce, Washington, D.C. 20230.

Embassy lists Dominican investment openings

A 17-page survey of investment possibilities in the Dominican Republic compiled by the Commercial Officer at the American Embassy at Santo Domingo contains a list of 53 current investments of interest to U.S. businessmen.

In addition to touching on 9 investments currently under development, the study summarizes 22 opportunities reportedly offering good prospects for investments and an equal number labeled tentative. Further examination and investigation of this latter group is indicated.

Firms seriously interested in investing in the Dominican Republic can obtain a single copy of the Commercial Officer's Report by **writing** under their letterhead to Bureau of International Commerce, Office of International Investment, 8620, Department of Commerce, Washington, D.C. 20230.

INDUSTRIAL CONTROLS

A German manufacturer of measuring instruments for the steel industry seeks a licensing arrangement with a U.S. firm to produce electric and electronic measuring, controlling and regulating equipment.

The firm reportedly employs 60 persons and has an annual sales volume of approximately $750,000. It states it has sales representation in 17 countries.

Write: Exatest Messtechnik GmbH, 38 Friedrichstr., 509 Leverkusen, Germany. WTD.

Brazilian producer seeks U.S. license to make elevators

Firm is particularly interested in U.S. training for key personnel

A recently established Brazilian elevator manufacturer seeks a licensing arrangement with an experienced U.S. firm to produce automatic freight and passenger elevators for residential and office buildings and industrial facilities.

The Brazilian concern is interested in the partial or complete manufacture of automatic elevators designed to the U.S. firm's specifications and to operate on DC and AC current. Of specific interest to the Brazilian company is an arrangement allowing it to send its engineers and supervisory personnel to the U.S. licensor's plant for training.

Reportedly the Brazilian firm's operations occupy rented premises, but it is currently negotiating for a manufacturing site. Existing equipment is reported to be adequate for present production, but modernization is planned in the near future. Materials and labor are also available from the surrounding area.

Manufacturing plans

The Brazilian firm states that it began production last December and seven elevators have been produced to date. It plans to manufacture approximately 30 this year at a unit cost of around $9,000 and a selling price estimated at $14,000 per elevator. The company plans in the near future to market its product principally in the San Paulo and Santos areas. Reportedly, there are five other elevator manufacturers in Brazil, but the firm states there is a current high demand for elevators and it anticipates no difficulty in marketing its production.

Located in an industrialized area approximately 10 miles from Sao Paulo and 30 miles from Santos, the Brazilian firm's facilities are served by good highways and transportation is available at a reasonable cost. The company trucks elevators to its customers' buildings for further assembly and installation, thus holding distribution costs to a minimum.

U.S. firms interested in this proposal are advised to familiarize themselves with Brazil's Foreign Investment Law covering the remittance of profits before contacting the Brazilian company.

An English language copy of the law is available at no charge by requesting "Brazilian Foreign Investment Law, Decree 55762" from OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

To obtain further details about the proposal **write:** Elevadores Atomo S.A., Rua Dr. Isac Garcez 420, Sao Bernardo do Campo, Brazil. WTD.

Nigerian wants U.S. partner to help found shirt plant

A Lagos importer and distributor of textiles seeks a joint venture with an experienced U.S. shirtmaker to establish a men's shirt plant. Total cost of the project is estimated at around $84,000.

The U.S. firm is requested to furnish 75% of the capital in addition to machinery and technical assistance. The Nigerian company states it will contribute 25% of the necessary capital and provide the site for the proposed plant.

It is also willing to defray up to 50% of the costs incurred by a U.S. firm in sending a qualified representative to Nigeria to study and discuss the proposed project in detail. Current plans call for the production of approximately 2 million shirts annually, to be marketed by appointed distributors throughout the country.

According to the Lagos firm, there are no men's shirt plants in Nigeria. To encourage the establishment of the shirt industry the government has reduced import duties on textile piece goods to 42 cents per square yard and placed a duty of 50% on imported shirts. The Lagos firm believes these import duties will enable a domestic company to successfully compete with imported shirts, particularly those from Hong Kong, Taiwan and Japan.

Interested U.S. firms should **write:** Citexco Agencies, 14-16 Abibi Oki Street, P.O. Box 3490, Lagos, Nigeria. WTD.

METAL COMPOUNDS

A Spanish manufacturer of metal powders and steel, brass and iron parts for the automotive industry seeks a license to make products utilizing existing facilities. The firm states an interest in improving operations to increase its export business.

Write: Polves Metalicos, S.A., P.O. Box 65, Mondragon, Guipuzcoa, Spain. WTD.

'Industry profiles' help U.S. firms make investment decisions

AID plans to publish 250 guides to making realistic cost estimates

A new service of special value to U.S. firms contemplating investment in less developed countries has been added to the Agency for International Development's Catalog of Investment Information and Opportunities. AID has announced the availability of the first 50 "Industry Profiles" in a planned series of about 250 this year. These profiles will be listed in special supplements to the Index to the Catalog and will be included in the Index itself in future printings.

Each Industry Profile gives basic information on a small or medium-sized plant in a specific industry. It discusses the features of the industry and its marketing problems, shows the approximate amount of capital needed to establish a plant of specified capacity, and gives an estimate of the annual costs, by categories, of running the plant at full capacity. It also provides a plant lay-out and supplementary reference information on technical journals, articles, books, patents and the like.

Taking first step

Potential investors can, by examining the Profiles for the industries in which they are interested, take the initial step in the process of deciding whether to embark on particular projects. In some cases the next steps may be simple, in others they may be complicated, requiring full-scale feasibility studies by experts. But whatever the situation, the Profiles should not be regarded as a substitute for the specific studies that must precede the actual establishment of new plants.

The Profiles outline the major factors to be considered in making such studies and provide a systematic guide for making cost estimates geared to local conditions. Conditions in different areas vary and may affect the optimum plant size, the type of plant and equipment, the kinds of materials used, utilization of power, organization of transport, and similar matters. Local costs may also vary for new materials, labor, plant and equipment.

Thus, specific studies may provide

somewhat different estimates from those shown in the relevant Industry Profile, but the Industry Profiles provide an idea of the magnitude of costs.

The first listings of 50 "Industry Profiles" range from the establishment of plants for making paper bags and work gloves to synthetic detergents and wooden ladders. Each is priced at $1. A subscription service through which all "Industry Profiles" may be received as they are produced is available at a cost of $200 per year.

To help potential U.S. investors in less developed countries determine at no expense whether the type of information in an "Industry Profile" will assist them in their planning, AID is willing to send a free copy of the profile on "Fish Oil and Fish Meal".

To obtain this Profile, along with a list of the other 49 and a copy of the Index and its three regular supplements to the Catalog of Investment Information and Opportunities, request under company letterhead "I.P. Supplements 1 and 2, Fish Oil and Meal Profile and Index" from: Office of Development Finance and Private Enterprise, Agency for International Development, Washington, D.C. 20523.

Taiwan firm wants partner in citronella venture

A Taipei firm, currently manufacturing and exporting peppermint oil, reserved ginger and menthol crystals, proposes a joint venture with an experienced U.S. company to establish a plant for processing citronella oil into various perfume synthetics and synthetic menthol.

Participation by a U.S. firm in the proposed project is requested in the form of equipment and technical assistance. The Taipei company says there is no need for a large expenditure on machinery, but stresses the need for technical know-how.

According to the firm, Taiwan currently produces 80% of the world's citronella oil, which is essential in the manufacture of perfume. The bulk of this production is exported, because a lack of technical know-how has hindered the establishment of a citronella processing plant on Taiwan.

In addition to a plentiful supply of raw citronella oil, the Taipei firm claims the necessary labor is available and that the government assists new industries by granting tax relief for five years.

Write: Mow Yih Co., P.O. Box 30, Taipei, Taiwan. WTD.

New Zealand mission seeks joint ventures, licenses on U.S. trip

Group to represent New Zealand's entire manufacturing community

A fifteen-man mission of the New Zealand Manufacturers' Federation will visit the United States from May 16 to June 8. Primary purpose of the visit is to promote the production of U.S. products in New Zealand through licensing arrangements or joint ventures with U.S. producers, as well as to sell New Zealand manufactured goods.

The mission will represent the entire New Zealand manufacturing community, a major customer for U.S. machinery, equipment and industrial raw materials. However, they are likely to negotiate with U.S. firms for the import requirements of their own companies.

Mission members will offer licenses to manufacture New Zealand products in the U.S., as well as seek licenses from U.S. firms to manufacture their products in New Zealand. Among the former is a high-speed glass washing machine for which the New Zealand manufacturer seeks a U.S. licensee. On the other hand, an Auckland luggage manufacturer seeks a U.S. license to make fiber-glass luggage in New Zealand.

Association members

A number of Mission members belong to the American Trade Association of New Zealand, established last June in Wellington by New Zealand and resident U.S. businessmen to promote commerce between the two countries. The membership of over 200 New Zealanders and Americans has been classified into ten categories, one of which includes New Zealand companies manufacturing products under U.S. licenses, and another composed of U.S. members in the United States. The Association hopes eventually to apply for affiliation with the Chamber of Commerce of the United States and become the American Chamber of Commerce in New Zealand.

U.S. cities to be visited by the Mission include Honolulu, Los Angeles, San Diego, San Francisco, Portland and Seattle. The Mission will reportedly bring a supply of a new publication on New Zealand's investment climate, prepared by the New Zealand Department of Industries and Commerce and containing valuable background and guidance to prospective U.S. licensors and investors.

The complete U.S. itinerary of the mission is listed in the "Visiting Buyers and Officials" section of this issue. Firms wishing to obtain a copy of the "Invest in New Zealand" booklet or seeking additional information concerning any aspect of the Mission's visit should write either Mr. I. Landon-Lane, The New Zealand Consulate, 153 Kearny Street, San Francisco, California, 94108 or Mr. R. I. Inglis, 510 West 6th Street, Los Angeles, California 90014.

These two consulates will maintain constant contact with the Mission while it is in the United States.

The Mission member prepared to discuss the merits of the New Zealand developed glass washing machine for bars and hotels is Mr. G. Tustin and the one interested in making U.S. fiber-glass luggage is Mr. Koazegi. Firms interested in exploring these licensing opportunities should ask for appointments with the specific Mission member.

Private dredging operation needed in British Honduras

An excellent investment opportunity reportedly exists in British Honduras for the operation of a screw or suction type dredge. The Government of British Honduras operates two dredges which are nearly continuously employed on government jobs. Occasionally, when the government dredges are not in use, they are permitted to work on private jobs.

Both the Government of British Honduras and the Belize City Chamber of Commerce seek to interest a U.S. dredge operator in establishing a privately-owned dredging operation.

Belize City is reported to be very crowded. People want to establish new home sites in the marshy areas surrounding the city. The fill in adjacent waters appears to be either silt or mud from the river mixed with soft coral as one approaches the open sea. Home owners on the neighboring keys also appear to be good customers for a privately-owned dredge. There is also interest in reclaiming some of the low-lying keys near Belize City and building them into coral keys as tourist attractions.

Write: Dredging Investment Opportunity, c/o Consul American Consulate, Gabourel Lane and Hutson Street, Belize City, British Honduras.

World Trade Opportunities

Pakistan re-invites bids for breakwater project

The Karachi Port Trust re-invites bids for strengthening the Manora Breakwater, according to project specifications and drawings or by alternate plans, providing equivalent strengthening, that might be submitted by any firm. The new bid deadline is 12 noon, May 24, at which time the bids will be opened. (See INTERNATIONAL COMMERCE, Sept. 27, 1965, p. 44).

The Port Trust plans to pay this invitation contract from part of a $17 million loan from the International Bank of Reconstruction and Development, in accordance with loan terms and conditions.

The work on the breakwater includes forming banks, each approximately 1500 ft. long, of concrete blocks laid pell mell on the seaward and harbor sides of the port and around the head of the existing breakwater. The approximate number of blocks is listed as: 28 tons—900; 11 tons—2,100; and 1 ton—15,000.

Documents for the project include instructions to tenderers, general conditions, tender form, specifications, schedule of quantities and drawings, and are available upon payment of $42, to Habib Bank, Ltd., from the Karachi Port Trust Branch in Karachi, Pakistan, or from the Consulting Engineers, Coode and Partners, 2 Victoria St., London, S.W.1, England. Documents and fees can not be returned.

A bond or a bank receipt for the guarantee deposit of $25,200 must accompany each bid submitted to the Engineer-in-Chief, Karachi Port Trust in Karachi.

Tunisia announces deadline

The Societe Nationale d'investissement, 68, Avenue Habib Bourguiba, Tunis, Tunisia, has now indicated a bid deadline of June 30, for a plant to convert 400 tons a day of garbage on a turn key basis. (See INTERNATIONAL COMMERCE April 18, p. 32).

Specifications, in French, are available on a short-term loan basis to firms domiciled in the U.S. from the GIEC Division, BDSA—588, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-5589).

Workshop equipment requested in Iraq

The College of Engineering of University of Mosul, Iraq, has set the deadline for entering bids for requirements needed to equip a welding shop, blacksmith shop, machine shop, heat treating shop, carpentry and foundry shop, for May 31.

Some new items have been added to the list previously published in INTERNATIONAL COMMERCE April 4, p. 35.

Interested firms should submit quotations together with catalogs and technical data suitable for instructional purposes to Dr. Al-Khafaji, Acting Dean, College of Engineering, University of Mosul, Mosul, Iraq.

Copies of these new requirements are available to firms located in the U.S. on a short-time-loan basis from the Metalworking Equipment Division, BDSA-592, Department of Commerce, Washington, D.C. 20230. (Telephone 202-WO 7-5652).

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- **indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that tender documents, general conditions, specifications, drawings, or other additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.**

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Bureau of International Commerce, BIC-916, U.S. Department of Commerce, Rm. 6323. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

011 Field crop farms

SOUTH AFRICA—Grain seeds. C. M. Eloff and Co., (Pty.), Ltd., (importer, retailer), P.O. Box 7185, Johannesburg. WTD 3/2/66.

012 Fruit, tree nut, vegetable farms

SOUTH AFRICA—Vegetable seeds. C. M. Eloff and Co., (Pty.), Ltd. (importer, retailer), P.O. Box 7185, Johannesburg. WTD 3/2/66.

019 Commercial farms

GERMANY—Grass seeds: Agrostis highland bentgrass; Festuca arandinacea; Festuca rubra fallax; Agropyron repens. Requests quotations c.i.f. Hamburg, replies in German. Hermann Will & Co. KG. (importer, manufacturer, wholesaler, exporter), 19a Frohlinder Strasse, 46 Dortmund-Kirchlinde. WTD 4/18/66.

SOUTH AFRICA—Flower seeds. C. M. Eloff and Co., (Pty.), Ltd., (importer, retailer), P.O. Box 7185, Johannesburg. WTD 3/2/66.

151 General building contractors

● **LIBYA**—Construction of houses, total approximately 10,000 of three, four five and six rooms each; in 10 governorates of Muhafza, each of a different tender and to be submitted separately. This represents part of "Idris Housing Plan" to construct 100,000 houses, estimated to cost over $1 billion. Bid deadline 10 a.m. June 27 for the following: Tender No. 887, 2,000 houses of Sebha and Obari governorates and 1,000 houses each on the following tenders and locations: No. 886 Muhafza of Khomes; No. 885 Derna; No. 884 Baida; No. 883 Misurata; No. 882 Zawia; No. 881 Benghazi; No. 880 Garian; and No. 879 Tripoli. Details, specifications, conditions available from

Ministry of Housing and State Properties in either Benghazi or Tripoli upon payment of $210 (not reimbursable). Bidders required to submit deposit of 1% of each bid value; evidence of experience; list of employees; and description of plants: The President, Central Tenders Board, Ministry of Finance, Sharia Shatt, Tripoli. A copy of International Tender announcement only is available.★ (Telephone: 202-967-3601).

203 Canning, preserving food

GERMANY—Dried fruits, canned fruits and vegetables, all kinds. Direct purchase and agency. Fritz Fuhrmann (manufacturer, wholesaler), 9-11 Wriezener Str., 1 Berlin 65. WTD 4/14/66.

NETHERLANDS—Preserved specialties, delicatessen items. Niels de Veye (importer, wholesaler), 79 Kortebos, The Hague. WTD 8/11/65.

207 Confectionery products

GERMANY—Chocolate in all forms; sweets, bakery products, all kinds; cookies. C.i.f. European ports. Kaiser's Kaffeegeschaeft AG (retailer, wholesaler, manufacturer, importer), 4 Brueckenstr., 406 Viersen/Rhld. WTD 4/15/66.

208 Beverage industries

NETHERLANDS—Wines, alcoholic liquors. Antonio Aguilar N.V. (importer, wholesaler, retailer), 10-12 Lange Houtstraat, The Hague. WTD 6/29/65.

209 Food preparations

VENEZUELA—Tea. Distribution for Caracas metropolitan area and vicinity. Requests replies in Spanish. Krohn & Vera, S.A., (importer, wholesaler), San Isidro a San Julian 30, Quebrada Honda, Caracas. WTD 4/1/66.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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220 Textile mill products

AUSTRALIA—All types of fabrics, trimmings for clothing. Oshlack & Co., Pty., Ltd. (importer, manufacturer), 47 Little Lonsdale St., Melbourne, C.1, Victoria. WTD 2/18/66.

221 Broad woven fabric mills, cotton

FRANCE—Printed cotton fabrics for making overalls, aprons, dresses. Direct purchase and agency. Ets. Chamussy, Grenot, Fouilland (manufacturer), 47 Rue Albert Thomas, 42 Roanne. WTD 11/3/65.

NETHERLANDS—Drapery, upholstery materials. Holland Haag N.V. (importer, wholesaler), 10 Lutherse Burgwal, The Hague. WTD 2/25/66.

222 Broad woven fabric mills, man-made fiber, silk

FRANCE—Printed synthetic fabrics for making overalls, aprons, dresses. Printed silk fabrics for dresses. Direct purchase and agency. Ets. Chamussy, Grenot, Fouilland (manufacturer), 47 Rue Albert Thomas, 42 Roanne. WTD 11/3/65.

223 Broad woven fabric mills, wool

FRANCE—Woolen fabrics for making dresses. Direct purchase and agency. Ets. Chamussy, Grenot, Fouilland (manufacturer), 47 Rue Albert Thomas, 42 Roanne. WTD 11/3/65.

227 Floor coverings

AUSTRALIA—Floor coverings, furnishings. Direct purchase, exclusive agency. Clifton H. Joseph & Sons, Pty., Ltd., (importers, retailers), 89 Flinders Lane, Melbourne, C.1., Victoria. WTD 2/18/66.

FRANCE—Moquettes of all categories, sizes, including wall-to-wall carpets (wool, nylon, acrilan pile, etc.), good quality, various colors. Floor coverings such as rugs, mats, mattings, inlaid vinyls, plastic tiles. Agency and direct purchase. Requests replies in French. Ultramar (wholesale dealers, sales agents), 207 Rue Georges-Mandel, 33- Bordeaux, Gironde. WTD 5/14/66.

NETHERLANDS—Carpets, tufted, other synthetic materials. Holland Haag N.V. (importer, wholesaler), 10 Lutherse Burgwal, The Hague. WTD 2/25/66.

229 Textile goods

AUSTRIA—New pure worsted clippings; colored and black new cotton clippings; old worsted rags assorted according to color. Direct purchase and agency. Albert Hannemann (importer, exporter, manufacturers' agent), Laurenzerberg 1, Postfach 115, A-1011 Vienna. WTD 12/15/65.

232 Men's, youths', boys' furnishings

ETHIOPIA—Men's ready-made trousers, haberdashery, sports wear, all kinds. Garbis M. Garabedian (manufacturers' representative, sales agent), P.O. Box 443, Addis Ababa. WTD 4/12/66.

239 Fabricated textile products

GERMANY—Curtains, draperies for interior decoration. Requests quotations c.i.f. European ports. Franz Klingenthal OHG. (retailer), 22-24 Westernstrasse, 479 Paderborn. WTD 4/15/66.

242 Sawmills, planing mills

PAKISTAN—Ash, beech, hickory; thickness 1", width 3"-6", length 5½'; for use in sports goods industry. Pakistan Sports Goods Co-operative Export Corp., Ltd. (wholesaler, exporter), P.O. Box 126, Shabob Rd., Sialkot. WTD 4/8/66.

● **SUDAN**—Supply of 300,000 hardwood ties for use with 90 lb. rails. Nominal size of ties: 5" x 10" x 6'9". Tender No. 3494, bid deadline June 15. Controller of Stores, Sudan Railways, Atbara.★ (Telephone WO 7-3359).

249 Wood products

VENEZUELA—Wood or metal picture frames. Distribution in Caracas metropolitan area. Requests replies in Spanish. Libreria Atlas, C.A., (importer), Sta. Barbara a Canonigos, Edificio Santa Barbara, 18-7, Caracas. WTD 4/18/66.

251 Household furniture

FRANCE—Convertible beds. Direct purchase and agency. Société Fero, (manufacturer), 89 Faubourg Saint-Antoine, Paris 11. WTD 2/24/65.

261 Paper mills

GERMANY—Kraft paper and semi-chemical fluting for production of corrugated cardboard and corrugated cardboard products. Requests quotations c.i.f. Rotterdam. Fedor Schoen, Wellpappenfabrik (manufacturer, exporter), Postfach 127 or 324 Niehler Strasse, 5 Koeln-Nippes. WTD 4/20/66.

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262 Paper

● **BURMA**—7,800 reams printing paper; various colors, sizes, basis weights. Tender No. 447/3 STY/BR/65-66, bid deadline June 1. Myanma Export Import Corp. Rangoon.★ (Telephone: 202-WO 7-3003).

PAKISTAN—Kraft paper; 29"x44", 40 gr.; 36"x44", 44 gr. Tissue paper, white and colors, 20"x30", 18-19 gr. Qayyum & Ellahisons, Ltd., (manufacturer), P.O. Box 14, Wazirabad Rd., Sialkot. WTD 4/6/66.

Kraft paper; 29"x44", 40 gr.; 36"x44", 44 gr. Tissue, white and colors, 20"x30", 18-19 gr. Pakistan Sports Goods Cooperative Export Corp.; Ltd., (wholesaler, exporter), P.O. Box 126, Shahab Rd., Sialkot. WTD 4/8/66.

264 Converted paper, paperboard products

AUSTRALIA—Paper bags, double-lined with paper, paper material or felt inter-lining (multi-walled padded book container). Pakrite Bag Co., Pty., Ltd., (importer, exporter, wholesaler, retailer), 192 Parramatta Rd., Ashfield, N.S.W. WTD 4/12/66.

Impregnated bakelized paper, suitable for manufacture of round and square bakelized paper tubing. Rofo Electrical Products, Pty., Ltd., (importers, exporters, manufacturers), 12 Sydenham Rd., Marrickville, N.S.W. WTD 4/14/66.

FRANCE—Paper bed sheets or sheeting. Requests replies in French. Manufacture du Grand Sugny, Ets. Monin, (importer), Montmorot (Jura). WTD 1/21/65.

Fancy and printed paper for decoration or window display. Poudres Industrielles du Nord, (manufacturer), 280 rue Jules Guesde, Hem (Nord). WTD 3/3/65.

● **GREECE**—100,000,000 lined punched cards of 80 columns for use on "BULL-G.E." data processing machines. Tender No. 6457, bid deadline June 6. Hellenic Telecommunications Organization, Ltd., (OTE), 20 Patission St., Athens, Attn: President of the Supply Committee.★ (Telephone: 202-WOrth 7-4115).

PAKISTAN—Transfer paper, transfer stamp. Pakistan Sports Goods Cooperative Export Corp., Ltd., (wholesaler, exporter), P.O. Box 126, Shahab Rd., Sialkot. WTD 4/8/66.

278 Bookbinding, related industries

VENEZUELA—Photograph albums. Distribution in Caracas metropolitan area. Requests replies in Spanish. Libreria Atlas, C.A., (importer), Sta. Barbara a Canonigos, Edificio Sta. Barbara, 18/7, Caracas. WTD 4/18/66.

281 Industrial chemicals

ALGERIA—Caustic soda, 2200 m.t.; N.A.-O.H. content over 99%; to be delivered in 400-kg drums in 11 monthly shipments of 200 tons each. Requests replies in French. Compagnie Nord-Africaine de Cellulose, "CELLUNAF" (paper manufacturer), Service Approvisionnements, B.P. 21, El Mouradia, Algiers. WTD 3/1/65.

● **KOREA**—Citric acid, 6,000 kg., Potassium nitrate, 35,000 kg., Polyvinyl alcohol, 8000 kg. Tender No. KFX-6049-N, bid deadline May 17. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-WO 7-2067).

NETHERLANDS—Raw materials for paint, plastic, rubber, paper, pharmaceutical industry, printing ink, related industries. N.V. Lithos, (importer, wholesaler), 3 Emmapark, The Hague. WTD 1/24/66.

PAKISTAN—Chemicals for leather tanning industry. Pakistan Sports Goods Cooperative Export Corp., Ltd., (wholesaler, exporter), P.O. Box 126, Shahab Rd., Sialkot. WTD 4/8/66.

282 Synthetic materials

PAKISTAN—PVC plastic sheeting, plain, transparent, embossed, designed and different colors, width 54", gauge 0.25 mm., in 20-yd. rolls; nylon multifilament, gauge 0.70-1.40 mm., multicolors, in hanks; fiber vulcanized sheets; for use in sports goods industry. Pakistan Sports Goods Cooperative Export Corp., Ltd., (wholesaler, exporter), P.O. Box 126, Shahab Rd., Sialkot. WTD 4/8/66.

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283 Drugs

AUSTRALIA—Pharmaceuticals of all kinds; druggists' sundries. Direct purchase and agency. Sigma Co., Ltd. (manufacturers, wholesalers), 589 Collins St., Melbourne, C.1, Victoria. WTD 2/18/66.

FRANCE—New products for pharmaceutical use. Direct purchase and agency. Laboratoires du Docteur E. Bouchara, (manufacturer, exporter, importer), 8 rue Pastourelle, Paris, 3éme. WTD 4/5/66.

SOUTH AFRICA—Ethical preparations, all types. S.C.S. Pharmaceutical Laboratories (Pty.), Ltd., (manufacturer, importer, exporter), P.O. Box 8184, Johannesburg. WTD 3/22/66.

284 Soap, detergents, cleaning preparations

SOUTH AFRICA—Perfumes; cosmetics, all types; toilet preparations for men and women; beauty aids, related products. Kenrich Cosmetics, (Pty.), Ltd., (importer, manufacturer), P.O. Box 4699, Johannesburg. WTD 10/27/65.

285 Paints

● **CEYLON**—Paints, varnish, enamels, for buses, 7,700 Imperial gallons. Bid deadline May 25. The Chairman, Tender Board, Ceylon Transport Board, 200 Kirula Rd., Colombo.★ (Telephone 202-WO 7-2008).

PAKISTAN—Cellulose lacquer, weatherproof, for use in sports goods industry. Pakistan Sports Goods Cooperative Export Corp., Ltd., (retailer, exporter), P.O. Box 126, Shahab Rd., Sialkot. WTD 4/8/66.

287 Agricultural chemicals

ETHIOPIA—Pest control chemicals; fungicides, herbicides, insecticides. Requests catalogues, specifications, prices c.i.f. Djibouti. Garbis M. Garabedian (manufacturers' representative, sales agent), P.O. Box 443, Addis Ababa. WTD 4/12/66.

289 Chemical products

FINLAND—Stearin for candle manufacture. Requests samples, prices. Interested in distributorship. Erikoisoljy Oy (importer, distributor, retailer), Sornaisten rantatie 7, Helsinki 53. WTD 4/15/66.

PAKISTAN—Glue, synthetic powder, waterproof, harmless to human flesh, for use in sports goods industry. Pakistan Sports Goods Cooperative Export Corp., Ltd., (wholesaler, exporter), P.O. Box 126, Shahab Rd., Sialkot. WTD 4/8/66.

291 Petroleum refining

ENGLAND—Lubricating oil and grease additives; synthetic lubricant bases; lubrication accessories. Walkers (Century Oils), Ltd. (manufacturers), P.O. Box 2, Hanley, Stoke-on-Trent, Staffordshire. WTD 3/30/66.

FINLAND—Fully refined paraffin waxes: white, food grade, oil content maximum 0.5%, melting point 52-54°C; white, paper industry grade, melting point 56-58°C. Other white paraffin waxes. Interested in distributorship; requests samples, prices. Erikoisoljy Oy, (importer, distributor, retailer), Sornaisten rantatie 7, Helsinki 53. WTD 4/15/66.

GERMANY—Brightstock, cylinder oil, additives for lubricants and motor oil. Requests quotations c.i.f. European ports. Rheinische Motor-Oel Chemische Werke Theile-Ochel & Co. (importer, manufacturer, wholesaler), 11a Krabbenkamp, 41 Duisburg-Meiderich. WTD 4/14/66.

● **KOREA**—Lubricating oils, greases for Korean National Railroad. Oils 1,926,000 Ltrs.; greases 7,000 kgs. Invitation No. KFX-6045-N, bid deadline 14:00 hours, May 11. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: WOrth 7-2355).

301 Tires, tubes

● **BURMA**—Tires, inner tubes, and flaps, 504 each, larger sizes for construction work. Tender No. 16/(T)MCY-PWC/65-66, bid deadline May 21. Director of Engineers, Public Works Corp., Shwedagon Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-3381).

ETHIOPIA—Truck tires, particularly for off-the-road use. Garbis M. Garabedian (manufacturers' representative, sales agent), P.O. Box 443, Addis Ababa. WTD 4/12/66.

307 Plastics products

SOUTH AFRICA—Plastic materials for use in footwear industry. W. B. Wholesalers, P.O. Box 221, Standerton, Transvaal. WTD 4/18/66.

311 Leather tanning, finishing

ENGLAND—Ready-prepared and dyed suede, leather skins. Sample swatches required in first instance. Berland Ltd., (manufacturer of suede and leather clothing), 73/74 Berwick St., London, W.1. WTD 4/20/66.

314 Footwear

ETHIOPIA—Men's, women's, children's moderate-priced footwear. Garbis M. Garabedian (manufacturers' representative, sales agent), P.O. Box 443, Addis Ababa. WTD 4/12/66.

316 Luggage

ETHIOPIA—Luggage of leather or other materials; shoe kits of any material. Garbis M. Garabedian (manufacturers' representative, sales agent), P.O. Box 443, Addis Ababa. WTD 4/12/66.

317 Handbags, personal leather goods

ETHIOPIA—Women's handbags and purses; other small leather articles. Garbis M. Garabedian (manufacturers' representative, sales agent), P.O. Box 443, Addis Ababa. WTD 4/12/66.

322 Glass, glassware

NETHERLANDS—Glassware for medical and laboratory use. L. O. Sap N.V. (importer, wholesaler), 88-2de Sweelinckstraat, The Hague. WTD 3/29/66.

SOUTH AFRICA—Bottles for perfumes, colognes, cosmetics. Kenrich Cosmetics, (Pty.), Ltd., (importer, manufacturer), P.O. Box 4699, Johannesburg. WTD 10/27/65.

VENEZUELA—Glassware: art, decorative, novelty. Distribution for all of Venezuela. Lux Import (importer, distributor, sales agent), Apartado 8101, Edificio Eiffel, Apto. 73, Avenida Principal del Bosque, Caracas. WTD 4/13/66.

323 Glass products

SOUTH AFRICA—Mirrors, magnifying. Kenrich Cosmetics (Pty), Ltd. (importer, manufacturer), P.O. Box 4699, Johannesburg. WTD 10/27/65.

326 Pottery products

AUSTRALIA—Lamp bases. Maria Leber Lampshades & Co. (manufacturer, wholesaler), 61-65 Rosstown Rd., Carnegie, Victoria. WTD 2/18/66.

329 Abrasive, asbestos, nonmetallic mineral products

ETHIOPIA—Wood polishing abrasives, wood finishing abrasive compounds, good quality. Acoustical building tiles. Garbis M. Garabedian (manufacturers' representative, sales agent), P.O. Box 443, Addis Ababa. WTD 4/12/66.

FRANCE—Abrasive compounds. Direct purchase and agency. La Francaise Metallurgie (manufacturer, importer, dealer), 122 Bld. Richard Lenoir, Paris 11e. WTD 11/30/65.

PAKISTAN—Grinding wheels, stone; emery powder; emery salts; polishing compositions, for cleaning and polishing stainless steel surgical instruments. Qayyum & Ellahisons, Ltd. (manufacturer), P.O. Box 14, Wazirabad Rd., Sialkot. WTD 4/8/66.

SOUTH AFRICA—Steel wool. W. B. Wholesalers. P.O. Box 221, Standerton, Transvaal. WTD 4/18/66.

331 Steel mill products

PAKISTAN—Stainless steel sheets, bars: AISI 410, carbon 10-18%, chrome 15%; AISI 420, carbon 15-40%, chrome 15%; AISI 304, carbon 18%, chrome 8%, finish BB, 8' x 3'/4', SWG 16-24, for use in manufacture of stainless steel surgical instruments. Quayyum and Ellahisons, Ltd. (manufacturer), P.O. Box 14, Wazirabad Rd., Sialkot. WTD 4/8/66.

● 351,000 tie plates. Tender No. PD/PW/31/12, bid deadline May 31. Tender documents may be obtained from the Office of the Secretary, East Pakistan Railway Board, Chittagong, on written request on payment of Rs 100.00 in cash (not refundable). One only copy may be examined in Rm. 4224, Iron and Steel Division, Department of Commerce, Washington, D.C. 20230.

● **THAILAND**—11,080 steel tires. Tender No. 09143, bid deadline May 30. Drawings together with full specifications are available for inspection or sale at the Procurement Section, State Railway of Thailand, Yodse, Bangkok.

335 Rolling, drawing, extruding nonferrous metals

PAKISTAN—Nickel anodes. Qayyum & Ellahisons, Ltd. (manufacturer), P.O. box 14, Wazirabad Rd., Sialkot. WTD 4/8/66.

342 Cutlery, hand tools, general hardware

AUSTRALIA—Builders' hardware, all kinds. Broomfields Ltd. (importer, wholesaler), P.O. Box 21, King St., Sydney, N.S.W. WTD 4/13/66.

ETHIOPIA—Locks, door and window hardware. Builders' hardware. Hand and power driven saws, pliers, screwdrivers. Garbis M. Garabedian (manufacturers' representative, sales agent), P.O. Box 443, Addis Ababa. WTD 4/12/66.

FINLAND—Tools for automotive repair and servicing: socket and handle wrenches, ratchet handles; open and box-end wrenches; adjustable-end wrenches; screwdrivers; chisels. Requests descriptive literature, prices, terms. Interested in distributorship. Erikoisoljy Oy (importer, distributor, retailer), Sornaisten rantatie 7, Helsinki 53. WTD 4/15/66.

FRANCE—Portable pneumatic tools. Direct purchase and agency. La Francaise Metallurgie (manufacturer, importer, dealer), 122 Bld. Richard Lenoir, Paris 11e. WTD 11/30/65.

PAKISTAN—Files and rasps, 6"-12"; flat, round, bastard; for use in sports goods industry. Pakistan Sports Goods Cooperative Export Corp., Ltd. (wholesaler, exporter), P.O. Box 126, Shahab Rd., Sialkot. WTD 4/8/66.

Hand tools; hacksaw blades, 12" x ½", scalpel blades with handles; for use in manufacture of stainless steel surgical instruments. Qayyum & Ellahisons (manufacturer), P.O. Box 14, Wazirabad Rd., Sialkot. WTD 4/8/66.

343 Heating apparatus, plumbing fixtures

ETHIOPIA—Kitchen sinks, vitreous china, complete with fittings, accessories. Garbis M. Garabedian (manufacturers' representative, sales agent), P.O. Box 443, Addis Ababa. WTD 4/12/66.

FRANCE—Domestic burners, from 20,000 to 1,000,000 BTU, incorporating latest techniques. Societe Dragon (manufacturer), Boite Postale 23, 13 Luynes. WTD 3/4/65.

345 Screw machine products

PAKISTAN—Machine screws for use in manufacturing stainless steel surgical instruments. Qayyum & Ellahisons, Ltd. (manufacturer), P.O. Box 14, Wazirabad Rd., Sialkot. WTD 4/8/66.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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348 Fabricated wire products

● **BURMA**—Supply of various quantities of files, blocks, pullers. Tender No. 423/53(T)/MCY-ESB/65-66(19-E), bid deadline May 31. Controller, Central Stores Department, Electricity Supply Board, Ahlone, Rangoon.★ (Telephone: 202 WO 7-5589).

349 Fabricated metal products

FRANCE—Metal novelties, gadgets. Ets. Lulin (dealer), 119 Rue du Temple, Paris 3. WTD 3/3/65.

351 Engines, turbines

● **IRAQ**—Supply of two horizontal, fully automatic steam boilers with approximately 4,000 lb. per hour steam output, 150 p.s.i.g. Tender No. TAWZEE 12/1966, bid deadline May 24. Ministry of Oil, Administration of Distribution of Oil Products (Stores and Purchase Department, Baghdad.★ (Telephone: 202-WO 7-4241).

352 Farm machinery

VENEZUELA—Agricultural implements in general. Distribution for all of Venezuela. Assad Said Dacher—"Tractores Agricolas Util de Venezuela", (importer, distributor, sales agent,) Avenida Francisco de Miranda 72, Chacao, Caracas. WTD 4/14/66.

353 Construction machinery

● **BURMA**—Combined rotary-percussion well drilling equipment, one with 4" dia. 600 ft., one with 12"-36" dia. 600 ft.; one mobile rotary drilling equipment; two gully emptiers, truck mounted with 800 gallon tank. Tender No. E.XVII(T)MCY(M)/(65-66), bid deadline May 26. Director of Engineers, Public Works Corp., Shwedagon Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-5566).

● One mobile 6x4 carrier mounted full circle power crane, diesel electric or diesel powered. Direct purchase; desires brochures and price list. Refinery Manager, People's Oil Industry, Syriam Refinery, Rangoon.

SOUTH AFRICA—Mining machinery of all kinds. Direct purchase and agency. Fagersta Steels (Pty.) Limited, (manufacturer, importer, exporter, retailer), P.O. Box 5809, Johannesburg. WTD 1/11/66.

354 Metal-working machinery

AUSTRIA—Machine tools for metal working of all types; machinery, equipment, tools for automotive repairs, maintenance; measuring tools. Requests promotional literature and manuals in German, but corresponds in English. Direct purchase and agency. Fritz Zakrajsek (importer, wholesaler, manufacturers' representative), Grazbachgasse 39, A-8010 Graz. WTD 4/7/66.

FRANCE—Portable electric tools; abrasive grinding machines. Direct purchase and agency. La Francaise Metallurgie, (manufacturer, importer, dealer), 122 Bld. Richard Lenoir, Paris 11e. WTD 11/30/65.

PAKISTAN—Files, flat, round, bastard, 4"-12"; twist drills, 1/64"-1"; for use in manufacturing stainless steel surgical products. Quayyum and Ellahisons, Ltd., (manufacturer), P.O. Box 14, Wazirabad Rd., Sialkot. WTD 4/6/66.

● **TURKEY**—Bolt, nut, screw making machines to produce 7/32" to 1/2" and 3/8" to 7/8" nuts; automatic threading machines for 7/32" to 1/2" and 3/8" to 7/8" bolts; wood screw machine for 8-14 mm dia, 60-110 mm length, square or hexagon head wood screws. Bid deadline May 23. Kara Kuvvetleri Komutanligi, Ordu Donatim Dairesi Baskanligi, Ankara. Specifications available from Modern Tercume Burosu, 20/7 Menekse Sokak, Kizilay, Ankara, upon receipt of $8.50 including air mail charges per copy.

355 Special industry machinery

ETHIOPIA—Woodworking machinery and tools, attachments, accessories, all categories; jointers, planers, lathes, mortisers and others, for industrial uses and for artisans. Plastics working machinery, all kinds. Band saw machines. Garbis M. Garabedian (manufacturers' representative, sales agent), P.O. Box 443, Addis Ababa. WTD 4/12/66.

SOUTH AFRICA—Machinery for use in plastics industry. Direct purchase and agency. Maritime Supply Co. (Pty.), Ltd. (importer, wholesaler), P.O. Box 7914, Johannesburg. WTD 2/9/66.

Machinery for manufacture of steel wool; pot scourers; bias binding; ricrac braid; zipper fasteners. W. B. Wholesalers, P.O. Box 221, Standerton, Transvaal. WTD 4/18/66.

URUGUAY—Rubber reclaiming plant, complete, minimum capacity 30 tons per month. Pietro Novo S.A. (manufacturer), Calle Democracia 2290, Montevideo. WTD 4/12/66.

356 General industrial machinery

GERMANY—Hydraulic, pneumatic components for all sorts of hydraulic machines. Direct purchase or sales agency, for Germany or Western Europe. C. D. Bracker Soehne Maschinenbau GmbH (manufacturer, wholesaler, importer, exporter), 645 Hanau/Main, Fischerstrasse 5-9. WTD 7/23/65.

PAKISTAN—Ball bearings, 1"-4"; rubber belting, 1½"-4"; for use in manufacturing surgical instruments. Qayyum & Ellahisons, Ltd., (manufacturer), P.O. Box 14, Wazirabad Rd., Sialkot. WTD 4/8/66.

TURKEY—Electric-powered submersible pump for bringing water from 200 ft. well. Tac Sanayi ve Ticaret, (textile manufacturer), Camdibi P. K. 548, Izmir. WTD 1/12/66.

357 Scales, balances, weighing machines

● **U.A.R.**—Supply of six 125 tons automatic reading compound weighing bridges. Tender No. E.R. 600/36/2, bid deadline May 28. Egyptian Railways, Way and Works, Ramses Sq., Cairo.★ (Telephone: 202-WO 7-2939).

358 Service industry machines

FINLAND—Sewage and effluent water purification machinery, equipment. Requests brochures, price lists, terms. Oy Rictor Ab, (engineering consultants, importers, contractors), Ainonkatu 4 C, Helsinki 10. WTD 11/13/64.

FRANCE—Accessories for air conditioners and for refrigerators. Direct purchase and agency. Etablissements Paul Maissiat (dealer), 2 Rue de Sevigne, Nantes (Loire Atlantique). WTD 3/28/66.

Garage equipment such as upholstery shampooing machines for cleaning automobile interiors, car washing units, high-pressure pumps. Direct purchase and agency. Societe Automobile pour l'Equipement des Garages, S.I.P.E.G. (importer, dealer), 63 Avenue Franklin Roosevelt, Paris, eme. WTD in preparation.

KUWAIT—Air conditioning units, 1½-2 hp., inexpensive types. Sabah Trading & Contracting Co. (importer, wholesaler, commission agent), P.O. Box 476, Kuwait. WTD 12/8/64.

SOMALI REPUBLIC—Construction and equipping of a cold storage plant under a turnkey operation which will be able to freeze and store from 1,000 to 3,000 head of cattle. Jama Abdullahi Ghalib & Co. (importer, exporter), P.O. Box 313, Mogadiscio. WTD 11/2/64.

361 Electric transmission, distribution equipment

AUSTRALIA—Metering and telemetry systems, components for bulk handling of liquids at all temperature ranges. Direct purchase and agency. Email, Ltd., Balfour-Buzacott Division (manufacturer, distributor), 11A Lachlan St., Waterloo, N.S.W. WTD in preparation.

● **BURMA**—Supply of 33 kv. indoor substation switchgear and spares and 33 kv. outdoor oil circuit breaker and accessories. Tender No. 641/T/EL(ESB)/65-66, bid deadline June 1. Controller, Central Stores Department, Electricity Supply Board, Ahlone, Rangoon. A copy of specifications is available for review only, not for loan, in the Power and Electrical Equipment Division, Rm. 4124, BDSA-662, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4241).

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● Supply of 1,250 tap off fuses, outdoor type, single pole, rated 600 volts, 60 amps. The fuse cutout shall be rated 600 volts, 15 amps. Tender No. 421/644/T/EL(ESB)/65-66(20-E), bid deadline May 31. Controller, Central Stores Department, Electricity Supply Board, Ahlone, Rangoon.★ (Telephone: 202-WO 7-4241).

● **ECUADOR**—Supply of cables, transformers, control panels and other materials required for interconnecting power line between Tulcan, Ecuador and Ipiales, Colombia. Bid deadline May 30. Secretaria General del Instituto Ecuatoriano de Electrificacion, Avenida 10 de Agosto 817 y Riofrio, Quito. Correspondence preferred in Spanish. A copy of specifications (in Spanish) is available for review only, not for loan, in the Power and Electrical Equipment Division, Rm. 4124, BDSA-662, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4241).

FRANCE—Electric measuring equipment: ammeters, voltmeters, volt-ohm-milliammeters, telemeters, regulators. Electronic measuring equipment: testers, signal generators, oscillographs, oscilloscopes. Direct purchase and agency. Appareils de Mesures Electriques et Electroniques Chatain-Blanchon (manufacturer, dealer), 56 Rue de la Roquette, Paris 11eme. WTD 11/19/64.

Standard instruments for measuring and recording electrical quantities, such as voltmeters, ammeters, alternating and direct current volt-ohm-milliammeters; multirange standard microammeters, millivoltmeters, wattmeters, except heated thermocouple instruments. Electronic digital voltmeters and digital ammeters. Direct purchase and agency. C. Jacobsen & Cie (importer, wholesaler, manufacturer), 52 Rue Chaptal, Levallois (Seine). WTD 12/23/65.

Electronic measuring instruments: capacitor, inductor, resistor measuring equipment; receiving tube characteristics measuring instruments; cathode ray oscilloscopes; testing equipment for millimeter waves. Direct purchase and agency. Relations Techniques Intercontinentales (importer, dealer, agent), 134 Avenue de Malakoff, Paris 16e. WTD 9/27/65.

Electronic laboratory test instruments: microwave sweep generators; microwave generators; pulse generators. Equipements Scientifiques (importer, dealer), 67 Rue de l'Assomption, Paris, 7eme. WTD 1/12/65.

GERMANY—Electric and electronic measuring, regulating, controlling, relay, and recording instruments and equipment for use in the iron and steel industries. C.i.f. European ports. Direct purchase and agency. Exatest Messtechnic GmbH (exporter, manufacturer), 38 Friedrichstr., 509 Leverkusen. WTD 4/14/66.

● **GREECE**—Supply of miscellaneous three phase, 50 cycle distribution transformers with kva ratings ranging from 15 kva to 150 kva. Tender No. DMKD-496, bid deadline not set. Public Power Corp. (DEH), 30 Chalkokondyli St., Athens 102 (Purchasing Department).★ (Telephone: 202-WO 7-4241).

● **IRAQ**—Supply of materials and erection of 11 kv. lines and low voltage network for Wawia, Chabawi, Farig Al-Mizhir, Harmia and Hariza villages in Mishkhab (Diwaniya Liwa). Directorate General of Projects, Ministry of Municipalities and Works, Baghdad. Tender No. 23, bid deadline June 6. A set of specifications is available for review only, not for loan, in the Power and Electrical Equipment Division, Rm. 4124, BDSA-662, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4241).

● Supply of materials and erection of 11 kv.

lines between Tanooma and Bawarreen and a low voltage network for neighboring villages (Basra Liwa). Tender No. 21, bid deadline May 31. Directorate General of Projects, Ministry of Municipalities and Works, Baghdad. A copy of specifications is available for review only, not for loan, in the Power and Electrical Equipment Division, Rm. 4124, BDSA-662, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4241).

● Supply of materials and erection of 11 kv. overhead feeder lines between Al-Kifil and Khan Al-Hamad and low voltage distribution network at Nahiyat Khan Al-Hamad (Kerbala Liwa). Tender No. 22, bid deadline June 28. Directorate General of Projects, Ministry of Municipalities and Works, Baghdad. A set of specifications is available for review only, not for loan, in the Power and Electrical Equipment Division, Rm. 4124, BDSA-662, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4241).

● Supply and complete installation of 11 kv. overhead feeder line between Shirgat, Khusum, Jumaila and Ba'aja and low voltage distribution network in Khusum, Jumaila and Ba'aja (Mosul Liwa). Tender No. 18, bid deadline June 7. Directorate General of Planning and Design, Ministry of Municipal and Rural Affairs, Baghdad. A copy of specifications is available for review only, not for loan, in Power and Electrical Equipment Division, Rm. 4124, BDSA-662, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4241).

● **PHILIPPINES**—Supply of two 34.5, 400 amp. reclosers and accessories and two 3-phase, 300 kva, 60 cycle oil filled transformers and spares. Tender No. Sp66DDe-71, bid deadline May 20. National Power Corp., 161 Bonifacio Dr., Port Area, Bx 2123, Manila. A copy of specifications is available for review only, not for loan, in Rm. 4124, Power and Electrical Equipment Division, BDSA-662, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4241).

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

● **UNITED ARAB REPUBLIC**—Supply of 837 miscellaneous one way, air cooled, single phase, automatic circuit breakers rated 250 volts with amperages ranging from 2.5 to 100 amps. Tender No. 3/66/2 Radio, bid deadline May 15. The General Manager, Telecommunications Organization, Radiocommunication Administration, Ramses St., P.O. Box 795, Cairo. A copy of tender documents is available for review only, not for loan, in the Power and Electrical Equipment Division, Rm. 4124, BDSA-662, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4241).

362 Electrical industrial apparatus

● **CEYLON**—Supply of 2 150-hp. and 1 30-hp., 3 phases, 400/440 volt, 50 cycle totally enclosed slipring motors and suitable starters; 2 20-hp. squirrel cage motors and delta star starter; 1 20-hp. totally enclosed fan cooled motor with delta star starter and 2 5-hp. totally enclosed fan cooled squirrel cage motors with suitable starters. All motors are 3 phase, 400/440 volts, 50 cycles. Bid deadline June 7. Supplies Officer, State Engineering Corporation of Ceylon, 48 Sri Jinaratana Rd., Colombo 2★ (Telephone: 202-WO 7-4241).

FRANCE—Hydroelectric motors with numerically controlled pulse machines. Direct purchase and agency. C. Jacobsen & Cie (importer, wholesaler, manufacturer), 52 rue Chaptal, Levallois (Seine). WTD 12/23/65.

Electronic industrial controls, servomotors. Direct purchase and agency. Relations Techniques Intercontinentales (importer, dealer, agent), 134 avenue de Malakoff, Paris 16e. WTD 9/27/65.

363 Household appliances

FRANCE—Washing machines; household refrigerators. Direct purchase and agency. Requests replies in French. Societe Meridionale de Diffusion Electrique (S.E.D.E.C.), (wholesaler), 14 rue Turgot, Nimes (Gard). WTD in preparation.

Dishwashing machines. Hydrocalor (manufacturer, dealer), 7 rue Pierre Curie, 94 Alfortville. WTD 6/24/65.

ITALY—Sewing machines, electric, industrial; for closing, with cotton stitching, sacks and similar containers. Direct purchase, agency. Walter Aleotti (wholesaler, retailer, agent), 8 Via Fratelli Rosselli, Bologna. WTD 4/18/66.

NETHERLANDS—Small electric household appliances, coffee grinders, hair dryers, hand tools. L.O. Sap N.V. (importer, wholesaler), 88-2de Sweelinckstraat, The Hague, WTD 3/29/66.

364 Electric lighting, wiring equipment

● **BURMA**—Supply of miscellaneous electrical stores including lampholders, conduit elbows, locknuts, boxes, fluorescent lamps. Tender No. 1703/(T)/EL-POI/DD(65-66), bid deadline May 31. Procurement Manager, Peoples' Oil Industry, Merchant St. Rangoon.★ (Telephone: 202-WO 7-4241).

● **GREECE**—Supply of 4,000 lightning arrestors for outdoor use in connection with overhead 3-phase 15 kv distribution lines. Tender No. DMKD-527, bid deadline May 27. Public Power Corp. (DEH), 30 Chalkokondyli St., Athens 102.★ (Telephone: 202-WO 7-4241).

● Supply of miscellaneous pole line hardware for 66 kv. and 150 kv. transmission lines. Tender No. DMPM-338, bid deadline June 10. Public Power Corp. (DEH), 30 Chalkokondyli St., Athens 102 (Purchasing Department).★ (Telephone: 202-WO 7-4241).

366 Communication equipment

AUSTRALIA—Telemetry systems, components applicable to bulk liquid handling. Direct purchase and agency. Email Ltd., Balfour-Buzacott Div. (manufacturer, distributor), 11A Lachlan St., Waterloo, N.S.W. WTD in preparation.

ECUADOR—Three transceiver sets, 100 to 150 watts, single side band, ship to shore. Autoridad Portuaria de Guayaquil (autonomous agency), P.O. Box 5739, Guayaquil.

FRANCE—Parts specially designed for telephone, telegraph use. Le Materiel Telephonique L.M.T. (manufacturer, dealer), 46-47 rue de Boulogne, 92 Boulogne-Billancourt. WTD 11/19/65.

Electronic detection apparatus, radar equipment; microwave communication equipment. Direct purchase and agency. Relations Techniques Intercontinentales (importer, dealer, agent), 134 Ave. de Malakoff, Paris 16e. WTD 9/27/65.

Navigational electronic equipment, naval and aerial types. Societe de Constructions Radiotelephoniques—S.O.C.R.A.T. (manufacturer, importer, wholesaler), 2 & 4 rue Kuss, Paris 13e. WTD 11/19/66.

● **KENYA**—Supply of multichannel voice frequency telegraph systems. Tender No. 5/66, bid deadline June 2. Tender documents can be obtained from the Crown Agents for Overseas Governments, 4 Millbank, London, S.W.1. (INTERNATIONAL COMMERCE, April 18, p. 39).

● **PHILIPPINES**—Supply of teletypewriter with transmitting, receiving and printing units, for use in Manila. Reference No. EQ/PHI/SF 4560/64/CT, Chief. Department of Technical Co-operation, International Telecommunications Union, Place des Nations, Geneva, Switzerland.★ (Telephone: 202-WO 7-4823).

URUGUAY—Radio broadcasting unit, one, 60-watt output, fully powered, with two accompanying transceiver sets, public address system, magnetic tape unit, mobile. Radio Independencia (broadcasting station), Calle Paysandú-1186, Montevideo. WTD in preparation.

367 Electronic components, accessories

FRANCE—Special machines for semiconductors and for electronic industries; spare parts for manufacture of semiconductors. Direct purchase and agency. Ets. Précimeca (importer, agent), 18 rue d'Arras, Nanterre (Seine). WTD 2/18/65.

Electronic components: diodes. Direct purchase and agency. Etablissements Paul Maissiat (dealer), 2 rue de Sévigné, Nantes (Loire Atlantique). WTD 3/28/66.

Microwave accessories, microwave tubes, industrial electron tubes; microwave ferrite components; magnetrons; klystrons; diodes: germanium, silicon. Direct purchase and agency. Relations Techniques Intercontinentales, (importer, dealer, agent), 134 Ave. de Malakoff, Paris 16e. WTD 9/27/65.

369 Electrical machinery

● **CEYLON**—Supply of 6,450 6- and 12-volt SLI type heavy duty storage batteries suitable for use in gasoline and diesel engined buses. Bid deadline May 16. The Chairman, Tender Board, Ceylon Transport Board, 200 Narahenpita Rd., Colombo 5.★ (Telephone: 202-WO 7-4241).

● **ECUADOR**—Ecuador has extended the deadline from April 15 to May 16 for entering bids for the supplying and installation of x-ray equipment for four Social Security Hospitals in Quito, Guayaquil, Cuenca, and Riobamba (see INTERNATIONAL COMMERCE, April 4, p. 35). Bids should be in Spanish and submitted to: Institute Nacional de Prevision Social, Quito (National Social Welfare Institute).★ (Telephone: 202-WO 7-2939).

371 Motor vehicles, equipment

VENEZUELA—Motor vehicle crankshaft assemblies. Distribution for all of Venezuela. Requests replies in Spanish. Regulo Romero B. (retailer, distributor), Vista Alegre, Calle 6, Quinta Amelines, Caracas. WTD 4/5/66.

372 Aircraft, parts

FRANCE—Aircraft instruments, spare parts:

instrument panels. Direct purchase and agency. Air Precision S.A. (manufacturer, importer, wholesaler), 5 Ave. Denis Papin, 92 Le Plessis Robinson. WTD in preparation.

NETHERLANDS—Aircraft replacement parts, instruments, equipment for aviation, related products. Doedijns Ind. en Handelsond. N.V. (importer, wholesaler), 6 Polakweg, Rijswijk (Z-H). WTD 3/26/65.

374 Railway equipment

● **PAKISTAN**—Supply of 50 oil tank freight cars, broad guage (5'6") in dismantled condition for Pakistan Western Railway. Tender No. PR-I/66/WAG./1, bid deadline May 30. Government of West Pakistan Railway Dept. Railway Board), Empress Rd., Lahore, West Pakistan. Free world procurement only. A copy of conditions and technical data may be reviewed in the Transportation Equipment Division, BDSA-596, Department of Commerce, Rm. 4314, Washington, D.C., 20230.

381 Engineering, laboratory, scientific, research instruments

AUSTRALIA—Scientific, laboratory equipment with particular application to clinical routine and research laboratories. Direct purchase and agency. Medos Equipment, Pty., Ltd. (importer, wholesaler, retailer), 8-14 Eastern Rd., South Melbourne, S.C.5, Victoria. WTD 1/21/66.

FRANCE—Laboratory equipment: autoclaves, centrifuges, sterilizers, bacteriological incubators; biological equipment. Paris-Labo (manufacturer, importer, dealer), 7 Rue du Cardinal-Lemoine, Paris 5e. WTD 8/2/65.

Centrifuges, laboratory; blood parameter analyzers; automatic blood analyzers; heart monitoring devices. Labomatic (importer, wholesaler), 8 Rue de Penthievre, Paris 8eme. WTD 1/15/65.

382 Instrumentas for measuring physical characteristics

AUSTRALIA—Equipment, components for bulk handling and metering of liquids. Direct purchase and agency. Email Ltd., Balfour-Buzacott Div. (manufacturer, distributor), 11A Lachlan St., Waterloo, N.S.W. WTD in preparation.

FRANCE—Pyrometers. Direct purchase and agency. Appareils de Mesures Electriques et Electroniques Chatain-Blanchon (manufacturer, dealer), 56 Rue de la Roquette, Paris 11eme. WTD 11/19/64.

Pyrometers. Direct purchase and agency. Relations Techniques Intercontinentales (importer, dealer, agent), 134 Avenue de Malakoff, Paris 16e. WTD 9/27/66.

Liquid distributor. Paris-Labo (manufacturer, importer, dealer), 7 Rue du Cardinal Lemoine, Paris 5e. WTD 8/2/65.

Flow gauges, flow meters, differentials for fluids, mixers. Direct purchase and agency. C. Jacobsen & Cie (importer, wholesaler, manufacturer), 52 Rue Chaptal, Levallois (Seine). WTD 12/23/65.

383 Optical instruments

FRANCE—Colorimeters, spectrophotometers, P.H. meters. Paris-Labo (manufacturer, importer, dealer), 7 Rue du Cardinal Lemoine, Paris 5e. WTD 8/2/65.

384 Surgical, medical, dental instruments

FRANCE—Lasers. Direct purchase and agency. Relations Techniques Intercontinentales (importer, dealer, agent), 134 Avenue de Malakoff, Paris 16e. WTD 9/27/65.

394 Toys, amusement, sporting goods

FRANCE—Toys, such as dolls, stuffed toy animals, carts, reproductions of household furniture and utensils, musical instruments; indoor games, educative games; mechanical trains; pedal cars, velocipedes, tricycles, scooters, rowers; toy or game air rifles and pistols. Direct purchase and agency. Societe Francaise de Jouets & Bimbeloterie en Gros (importer, wholesaler), 113 Bld. Beaumarchais, Paris 3eme. WTD 4/15/65.

HONG KONG—Dolls, toys, games for children. The New China Mercantile Co. (importer, exporter), 302 Great China House, 14-14A Queen's Rd. Central, Hong Kong. Cable: MERCANTICO. WTD in preparation.

SOUTH AFRICA—Toys, all types. Kenrich Cosmetics (Pty), Ltd. (importer, manufacturer), P.O. Box 4699, Johannesburg. WTD 10/27/65.

396 Costume jewelry, novelties, buttons, notions

HONG KONG—Costume novelties. The New China Mercantile Co. (importer, exporter), 302 Great China House, 14-14A Queen's Rd. Central, Hong Kong. Cable: MERCANTICO. WTD in preparation.

NEW ZEALAND—Novel jewelry or notions, particularly hair adornments. Dowle and Worth, Ltd. (wholesaler), P.O. Box 5355, Auckland. WTD 4/14/66.

399 Manufacturing industries

PAKISTAN—Brushes, fiber, for use in cleaning and polishing stainless steel instruments. Qayyum & Ellahisons, Ltd. (manufacturer), P.O. Box 14, Wazirabad Rd., Sialkot. WTD 4/8/66.

VENEZUELA—Cigarette lighters, gas and lighter fluid. Distribution for all of Venezuela. Lux Import (importer, wholesaler, sales agent), Apartado 8101, Edificio Eiffel, Apto. 73, Avenida Principal del Bosque, Caracas. WTD 4/13/66.

781 Motion picture production, distribution

SOUTH AFRICA—Motion picture films, 16 mm., feature. Pan African Film Services (1960) (Pty) Ltd. (importing distributor), P.O. Box 3243, Cape Town, Cape Province. WTD 10/28/65.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

195 Small arms

VENEZUELA—Small arms, military, police, and sporting. Agency for all of Venezuela. Agencia Candes, C.A. (travel agency, sales agent), Edificio Roraima, Avenida Francisco de Miranda, Apartado del Este 5142, Caracas. WTD 4/13/66.

203 Canning, preserving foods

VENEZUELA—Food specialties, canned. Agency for Caracas, Maracay and Valencia. Agencia Parflor (importer, wholesaler, sales agent), Edificio El Parque No. 63, Avenida Avila, La Florida, Caracas. WTD 4/1/66.

220 Textile mill products

SOUTH AFRICA—Fabrics: printed nylon/dacron/cotton mixtures, printed nylon sheers and tricots, suitable for manufacture of women's lingerie. D. S. M. MacDonald (Pty), Ltd. (manufacturers' agent), P.O. Box 2494, Cape Town, Cape Province. WTD 11/24/65.

236 Girls', children's, infants' outerwear

SOUTH AFRICA—Children's dressing gowns not exceeding 27 inches in length. A. Blomson (manufacturers' agent), P.O. Box 3920, Cape Town, Cape Province. WTD 2/16/66.

239 Fabricated textile products

SOUTH AFRICA—Bath towels, floral designs, in presentation packs; face cloths, floral designs; infants' shawls; infants' bibs, feeders. A. Blomson (manufacturers' agent), P.O. Box 3920, Cape Town, Cape Province. WTD 2/16/66.

287 Agricultural chemicals

PAKISTAN—Pesticides: kelthane, dithane, phosdrin, telodrin, lebaycid, ostico, heptachlor, sevin, toxaphene, gusathion, diazinon, dieldrin, zinc phosphide, dipterex, aldrin, endrin, folidol (parathion). Requests catalogs, quotations c.&f. Karachi. Engineering and Trading Corp. (Pakistan), Ltd. (importer, agent), 513 Qamar House, Bunder Rd., Karachi. WTD 1/20/65.

353 Construction machinery

PAKISTAN—Electric hoists. Requests catalogs, quotations c.&f. Karachi. Intertrade Distributors (importer, agent), 80 P.M.A. Bldg., Nicol Rd., Karachi. WTD 9/23/65.

Cranes, mobile. Requests catalogs, quotations c.&f. Karachi. Jaffer Bros., Ltd. (importer, agent), Jaffer Chambers, Victoria Rd., P.O. Box 7129, Karachi. WTD 10/13/65.

VENEZUELA—Construction machinery, all kinds. Sales agency for all of Venezuela. Befransa Maquinarias (importer), Calle Santa Ana, Boleita, Caracas. WTD 4/11/66.

354 Metalworking machinery

AUSTRALIA—Lathes, shaping machines, boring machines, grinding machines, press brakes, hand-operated molding and bending machines, sheet metal presses, virtually all

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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types of machine tools and sheet metal working machinery. W. Newton & Co., Pty., Ltd. (importer, exporter, wholesaler, retailer), 17 Lawrence St., Alexandria, N.S.W. WTD 4/7/66.

PAKISTAN—Drilling machine, radial. Requests catalogs, quotations c.&f. Karachi. Intertrade Distributors (importer, agent), 80 P.M.A. Bldg., Nicol Rd., Karachi. WTD 9/23/65.

Lathes, automatic, single and multi-spindle; lathes, brake drum. Requests catalogs, quotations c.&f. Karachi. Jaffer Bros., Ltd. (importer, agent), Jaffer Chambers, Victoria Rd., P.O. Box 7129, Karachi. WTD 10/13/65.

355 Special industry machinery

DOMINICAN REPUBLIC—Coffee roasting, grinding machinery. Paliza, C. por A. (importer, wholesaler, retailer), Avenida Mella No. 3, Santo Domingo. WTD in preparation.

357 Office, computing, accounting machines

PAKISTAN—Bathroom scales. Qayyum & Ellahisons, Ltd. (manufacturer), P.O. Box 14, Wazirabad Rd., Sialkot. WTD 4/8/66.

361 Electric transmission, distribution equipment

PAKISTAN—Electrical indicating instruments, industrial, laboratory. Requests catalogs, quotations c.&f. Karachi. Jaffer Bros., Ltd. (importer, agent), Jaffer Chambers, Victoria Rd., P.O. Box 7129, Karachi. WTD 10/13/65.

362 Electrical industrial apparatus

PAKISTAN—Generator sets, diesel engine driven. Requests catalogs, quotations c.&f. Karachi. Intertrade Distributors (importer, agent), 80 P.M.A. Bldg., Nicol Rd., Karachi. WTD 9/23/65.

367 Electronic components, accessories

SOUTH AFRICA—Transistors; diodes; tubes; miniature rectifiers; potentiometers; related products. Hans Pollack and Co. (Pty), Ltd. (sales agent), P.O. Box 8250, Johannesburg. WTD 9/29/65.

371 Motor vehicles, equipment

DOMINICAN REPUBLIC—Automotive parts, accessories: ignition parts; clutch facings; brake linings. Requests exclusive representation. Juan Tomas Uribe (importer, wholesaler), Calle Dr. Pineiro No. 24, Santo Domingo. WTD in preparation.

382 Instruments for measuring, controlling, indicating physical characteristics

PAKISTAN—Thermometers, all kinds. Quayyum & Ellahisons, Ltd. (manufacturer), P.O. Box 14, Wazirabad Rd., Sialkot. WTD 4/8/66.

384 Surgical, medical, dental instruments

PAKISTAN—Hypodermic syringes, needles. Quayyum & Ellahisons, Ltd. (manufacturers), P.O. Box 14, Wazirabad Rd., Sialkot. WTD 4/8/66.

399 Manufacturing industries

FRANCE—All kinds of gadgets, novelty items. Honore Dalmard (dealer, manufacturer), 7 rue des Huit-Patriotes, Paimpol (Cotes-du-Nord). WTD 2/18/65.

Leads for Importers

Commodities are offered direct unless specified

019 Commercial farms

SOUTH AFRICA—Flower bulbs, all kinds. Straathof's Seed and Bulb Co. (Pty), Ltd. (importer, exporter, retailer), P.O. Box 10239, Johannesburg. WTD 3/9/66.

208 Beverage industries

FRANCE—Cognac brandy of good quality, "Vieux cognac grande fine champagne," age 5 years and older, in glass bottles of .75 liter each, packed in wooden cases, 12 bottles per case. Wholesale exportation direct or through well-established sales agent. Requests replies in French. Marcel Rechou (producer, wholesaler), Angeac-Champagne, 16 Charente. WTD 4/14/66.

209 Food preparations

IRAN—Caviar fish with head and tail of the Beluga, Ossetra, Sevruga type, 1,500 tons. Sherkat Sahami Shilat Iran, Takhte Jamshid, Tehran.★ (Telephone: 202-WO 7-4794).

220 Textile goods

AUSTRIA—Pure wool clippings from knitting mills. Albert Hannemann (importer, exporter, manufacturers' agent), Laurenzerberg 1, Postfach 115, A-1011 Vienna. WTD 12/15/65.

283 Drugs

ETHIOPIA—Dried snake venom. Alfredo Ballardini (manufacturer, exporter), P.O. Box 4, Keren. WTD in preparation.

342 Cutlery, hand tools, general hardware

GERMANY—Chisels and plane irons for joiners, cartwrights, carpenters, turners. Firm seeks an agent. Requests quotations f.o.b. Hamburg or Bremen. Price lists available on loan from Trade Opportunities Staff, BDSA-624, Rm. 4203, Department of Commerce, Washington, D.C. 20230. Hermann Paffenhoff (manufacturer, wholesaler, exporter), 7/9 Losenbuecheler Strasse, 563 Remscheid-Vieringhausen. WTD 4/18/66.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 247-0311.

ANCHORAGE, ALASKA, 99501, 306 Lossacc-Sogn Building. Area Code 907 Tel. 272-6331.

ATLANTA, GA., 30303, 4th Floor, Home Savings Building, 75 Forsyth St., N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. Plaza 2-8460.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 South 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02110, Room 230, 80 Federal St. Area Code 617 Tel. CA 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Building, 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S. C., 29403, Federal Building—Suite 631, 334 Meeting St. Area Code 803 Tel. 747-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Building, 500 Quarrier St. Area Code 304 Tel. 343-6196.

CHEYENNE, WYO., 82001, 6023 Federal Building, 2120 Capitol Ave. Area Code 307 Tel. 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Area Code 312 Tel. 828-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Building, 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Building, East 6th St. and Superior Ave. Area Code 216 Tel. 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214 Tel. Riverside 9-3287.

DENVER, COLO., 80202, 18407 Federal Building, 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 1216 Paramount Building, 509 Grand Ave. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Building. Area Code 313 Tel. 226-6088.

GREENSBORO, N. C., 27402, 412 U.S. Post Office Building. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Building, 1022 Bethel St. Tel. 588977.

HOUSTON, TEX., 77002, 3102 Federal Building, 515 Rusk Ave. Area Code 713 Tel. 228-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Building, 208 Laura St. Area Code 904 Tel. 354-7111.

KANSAS CITY, MO., 64108, Room 2011, 911 Walnut St. Area Code 816 Tel. FR 4-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Building, 1031 South Broadway. Area Code 213 Tel. 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Building, 167 North Main St. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, 920 Federal Office Building, 51 S.W. First Ave. Area Code 305 Tel. 350-5367.

MILWAUKEE, WIS., 53203, Straus Building, 238 West Wisconsin Ave. Area Code 414 Tel. BR 3-8800.

MINNEAPOLIS, MINN., 55401, 306 Federal Building, 110 South Fourth St. Area Code 612 Tel. 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Building, South, 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N. Y., 10001, 61st Floor, Empire State Building, 350 Fifth Ave. Area Code 212 Tel. Longacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Building, 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 3413 New Federal Building, 230 North First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Building, 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2028 Federal Building, 300 Booth St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Building, 400 North 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Building, 1520 Market St. Area Code 314 Tel. MA 2-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Building, 125 South State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Building, Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SANTURCE, P. R., 00907, Room 628, 605 Condado Ave. Phone: 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Building, 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98154, 809 Federal Office Building, 909 First Ave. Area Code 206 Tel. 583-5615.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

NEW ZEALAND—Members of the New Zealand Trade Mission to U.S. and Canada are due to arrive in Honolulu May 16. Members and their interests are: Trade Mission Leader H.W.B. Patterson, Managing Director, Lyte Aluminum Industries, Ltd., Wellington, interested in selling aluminum ladders, domestic and commercial doors, garage door fittings, sliding door tracks; L.G. Piper, Auckland Manager, New Zealand Breweries, Ltd., Wellington, interested in contacting brewers and

bottlers, hotel builders and operators, suppliers; G. Tustin, Export Director, G.H. Mooney & Co., Ltd., Wellington, seeks licensee for U.S. production of a high speed glass washing machine for bars and hotels, and distributors for Sauna home bath; Ernest N. Adams, Director, Ernest Adams, Ltd., P.O. Box 307, Invercargrill, wishes to meet buyers and distributors for rich, light or dark fruit cake; J. Block, Managing Director, J. Block Ltd., P.O. Box 622, Wellington, interested in selling costume jewelry; Alex A. Corban, Director, Corbans Wines, Ltd., Mt. Lebanon, Vineyards, Henderson, wishes to contact buyers/distributors of wines, liqueurs; C. Koszegi, Managing Director, Bell Bag Co., Ltd., P.O. Box 500, Karangahape Rd., Auckland, seeks buyers of travel and casual plastic and leather luggage and is interested in making luggage of fiber glass and other materials under licensing agreement; J.W. Shaw, Managing Director, Raywin Press, Ltd., P.O. Box 13-031, Onchunga, Auckland, interested in contacting buyers of self-adhesive labels; A.P. O'Shea, North American Representative in New York, New Zealand Meat Producers' Board, seeks buyers of lamb; H. Davis, Assistant General Manager, New Zealand Refrigeration Co., Ltd., Southland Frozen Meat Co., Ltd., and Gear Meat Co., Ltd., 159 Hereford St., Christchurch, wishes to contact chilled and frozen meat buyers; J.L. Wisdom, Air New Zealand, P.O. Box 340, Suva, Fiji, interested in discussing air cargo, air travel, tourism; N.H. Rickman, represents New Zealand Bankers' Assn. and is the Hamilton Manager, The National Bank of New Zealand, Ltd., P.O. Box 926, Hamilton; W.G. Kerslake, Executive Officer Trade Promotion, New Zealand Manufacturers' Federation, is the Trade Mission Secretary.

Itinerary: 5/16-19-Honolulu c/o The Reef Hotel; 5/19-26-Los Angeles c/o The Biltmore Hotel; 5/27-6/1-San Francisco c/o I. Landon Lane, New Zealand Consulate General's Office, 153 Kearny St., San Francisco; 6/2-4-Portland c/o The Benson Hotel; 6/5-8-Seattle c/o The Olympic Hotel; 6/8-15-Vancouver c/o The Georgia Hotel; 6/16-18 Honolulu c/o The Reef Hotel. R. I. Inglis, New Zealand Consulate, 510 W. 6th St., Los Angeles, Cal., may be contacted for further information on the group's stop-over in that city.

Trade Mission leads to hotel agreement

Sheraton Corp. of America has signed an agreement to manage a new hotel in Beirut, Lebanon, as a result of a U.S. Department of Commerce Trade Mission to the Near East.

The 350-room hotel, now under construction, is expected to be in operation by mid-1967. Sheraton will manage it on a 20-year, profit-sharing agreement. The owners, the Zahid Brothers of Saudi Arabia, plan to build additional hotels in Saudi Arabia and other parts of the Middle East for Sheraton management.

The Commerce Department's Bureau of International Commerce sent the Trade Mission to Lebanon, Iraq and Kuwait April 17-May 14, 1965. It carried 250 proposals from U.S. firms to Near East businesmen, and brought back about 250 proposals for U.S. businessmen.

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

AUSTRALIA—A $4.48 million cinema center will be built in Melbourne for Hoyts Theaters, Ltd. Three theaters and 10 storeys of office space will be included in project scheduled for completion in 1968.

The center will be built on the Paynes Bon Marche site in Bourke St. Demolition work is expected to start soon. Two of the three proposed cinemas will be able to present all films, including the Cinerama one-camera process. The third will be equipped for both 35 mm. and 70 mm. films.

The building, designed by Peter Muller of Sydney, will also house the Victorian office of Twentieth Century Fox Film Corp., (Australia), Pty., Ltd. and the offices of Hoyts Theaters, Ltd.

FINLAND—(Fmk 3.20=U.S. $1) The Real Estate Committee of Helsinki has requested the City Council to appropriate Fmk 200,000 to conduct studies of composition of water and the sea currents in the Gulf of Finland around Helsinki. The study would determine the flow of sewage and run-off waters from the city, speed and direction, and rate of mixture with sea water. The appropriation would also finance preliminary investigations into the possibility of supplying the city's fresh water needs by desalination.

The Fmk 200,000 would be used to fit out seven observation stations with testing equipment, buy transmission and recording equipment, and finance a data processing center.

FRANCE—The apline communities of Modane (Savoie) and Fourneaux (Savoie) plan creation of a winter sports center. They intend to seek bids from engineering firms with European offices capable of undertaking construction from the project's inception to completion "key in hand."

The project is presently in the planning stage. The "Commission Interministerielle pour l'Amenagement de la Montagne" (Interministerial Commission for the Development of the Mountain Regions), 22 Ave. Docteur Desfrancois, Chambery (Savoie) is preparing the initial advance planning model. Designs are expected to be ready within three to six months and construction currently is scheduled to begin in May or June 1967. Total cost is estimated at $600,000.

Equipment to be furnished and installed includes two telesiegees (chairlifts), one 1800 meters long over a grade rise of 500 meters and the other 1900 meters long over a grade rise of 650 meters; six teleskis, two of 1000 meters each, the others between 200 and 500 meters in length; one prefabricated, insulated building located at the discharge point of the telesieges and containing a self-service restaurant serving a maximum of 300 persons at a time, a fully equipped kitchen, a bar, and dormitory facilities for approximately 30 persons (staff).

The dormitory facilities should consist of seven or eight rooms with two sets of double-decker bunks per room. Financing will be done by the cities of Modane and Fourneaux with long-term loans advanced by the French Government development commission. The Prefecture for the Savoie Department, located at Chambery, will supervise the financing.

The anticipated date of tender notice is not known, but will probably be in late 1966 or early 1967.

Interested firms may communicate directly with Monsieur Cachard, First Deputy Mayor, President de la Commission des Sports d'Hiver, Modane (Savoie), Telephone: Modane 151) or at the Secretariat of the Mayor, (Telephone: Modane 117).

GERMANY—Construction of a Veterinary Institute for the Free University of Berlin is underway and is expected to take until late 1967 or early 1968. The institute will be located in Berlin's Zehlendorf district. Estimated cost of the project is $7.5 million. The institute will train students in veterinary medicine and carry out research in this area. The project will occupy 135,000 sq. ft. Plans were prepared by Dr. Wassili Luckhardt, 48 Fabeckstr., 1 Berlin 33. The project offers sales opportunities for U.S. firms producing electron microscopes, ultracentrifuges, microscales, and general equipment of the type used in a veterinary medicine laboratory.

Choice of language

Some people—about seven-eighths of them—just do not understand English.

So when you answer an advertiser in these pages who requests replies in his own language oblige him *and* yourself.

Ask the Department of Commerce Field Office for advice.

Plans are under way for construction in Berlin's Zehlendorf district of a Faculty of Natural Sciences for the Free University. The Faculty will consist of four institutes—Botany, Physics, Chemistry, and Geology—each occupying two or more buildings. Construction of the Botany institute began this year and is expected to take four years. No detailed plans have been made for the other institutes. Total cost is estimated to exceed $25 million.

The entire project will cover an area of some 1 million sq. ft. The buildings will be only one story high. Plans were prepared by Dr. Wassili Luckhardt, 48, Fabeckstr., 1 Berlin 33.

The project reportedly offers sales opportunities for U.S. firms in the fields of refrigeration equipment, electron microscopes, xenon lamps, and general equipment of the type required by physics, chemistry, geology, and botany laboratories.

Plans have also been made for construction in Berlin's Steglitz district of an Institute for Hygiene and Medical Micro-Biology. Estimated cost is $3.7 million and construction is expected to require three years beginning in early 1967. The institute will train students in bacteriology and carry out research in this area. The project will occupy 75,320 sq. ft. and will be four stories. Plans were prepared by architect

Hermann Fehling, 5 Margaretenstr., 1 Berlin 33.

It is believed that this project will offer sales opportunities for suppliers of electron microscopes, ultracentrifuges, microscales, sterilizers, disinfecting apparatus, and other equipment required for bacteriological research.

Inquiries and proposals should be addressed to: Der Senator fur Bau- und Wohnungswesen, Abteilung VI U 2, 6-10 Wurttembergische Strasse, 1 Berlin 31.

HONDURAS—A loan equivalent to $2.7 million was approved by The Inter-American Bank, from its Fund for Special Operations to help finance construction of 2,800 houses for low-income families in Honduras. The borrower, *Instituto de la Vivienda*, is an agency created in 1957 to promote housing construction. The 2,800 unit effort is the second stage of a program begun in 1962 with the aid of a $1 million loan from the Social Progress Trust Fund. More than 750 houses were built with that loan.

The second stage calls for construction of about 1,950 houses at the President Kennedy project, a Tegucigalpa district, whose construction was begun in the program's first stage. The remaining 850 homes will be built about two miles from Tegucigalpa, at a site known as *San Jose' del Pedregal*. In addition, the program calls for construction of four markets and other community facilities.

The Instituto will provide necessary urban services, including water supply, sewage and electric power. The Bank loan will finance 65% of the $4.4 million second stage and domestic sources the remainder.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

NEW ZEALAND—New Zealand Steel, Ltd., will construct a complete new steel works near Auckland. The following equipment is desired and companies who wish to be considered should make immediate application for documents, submitting details of experience and qualifications to be included in the tender list, to the consulting engineers for the project, W. S. Atkins & Partners & McLellan & Partners, (P.O. Box 6047, Auckland) in care of its United Kingdom address: Woodcote Grove, Ashley Rd., Epsom, Surrey, United Kingdom. Attn.; L. T. Rumph. (Telephone: Epsom 26140. Telex 2-3497. Cables: Kinsopar, Epsom, United Kingdom). Equipment required includes: lighting and small power installation—calling for supply, delivery and erection of cables, installation of accessories, switches and fuseboards, lighting fittings (on a schedule of rates basis); distribution cabling and accessories—calling for supply, delivery and erection of cables in voltage range from 600V to 33KV, and installation of accessories (on a schedule of rates basis). Likewise, plant cabling and accessories in medium voltages; delivery of electrical equipment for continuous galvanising line-supply, and at purchaser's option, supervise erection; supply and deliver 270, 400 V, 3-phase industrial type motors in size range ½ hp to 465 hp; supply and delivery of two, 330KW, 450V. DC semi-conductor rectifiers with control gear and DC switchgear; at purchaser's option, supervise erection; electric arc furnace equipment: Two, 16' diameter, 35 ton nominal capacity electric arc furnaces. Two, 22,000 kva nominal rating furnace transformers; two, 33 kv 750 mva furnace circuit breakers and certain ancillary equipment with each item.

SOUTH AFRICA—(1 rand=$1.40) The South West Africa Administration and harbor authorities are considering proposals for construction of a R23/4 million fishing harbor wall at Walvis Bay. The proposals include construction of a 10,000 ft. sheet pile wall, a 14-18 ft. channel would be dredged along this wall, and the fill removed would be backfilled behind the wall to give an additional 250 ft. of ground to each of the factories in the area. According to the local press, improvements have been proposed to overcome the silting problems associated with existing jetties. The preliminary work has been done by a South African engineering firm.

SPAIN—The Government and the Union de Siderurgicas Asturianas, S.A. (UNINSA) signed a "concerted action" agreement under which UNINSA will build a completely new integrated iron and steel mill in northern Spain. The mill will have an initial annual capacity of 1.7 million tons of steel and will cost approximately $285.1 million. Preliminary plans call for an expenditure of $120.1 million on foreign machinery and equipment. The remaining costs of the project—$165 million have been earmarked for purchases of plant and equipment in Spain, and will be financed through official Government credits.

Spain currently has a steel producing capacity of roughly 4.2 million metric tons per year. (Actual production in 1965 was 3.5 million metric tons.) UNINSA's new mill, coupled with the expansion plans of most of the other major Spanish steel producers, will raise production capacity to about 8.6 million metric tons a year by 1972.

The UNINSA mill will be constructed at Verina, near the city of Gijon and the port of Musel, in Oviedo province, approximately 15 miles from the large state-operated steel mill, ENSIDESA, at Aviles.

Under terms of the "concerted action" agreement, UNINSA will be capitalized at $83.3 million, 60% of which will be subscribed by the three firms in the association. The Government, through the Instituto Nacional de Industria (INI), will acquire 10% of the capital, and Krupp of Germany reportedly also will be offered a 10% interest. The rest is expected to be subscribed by various Spanish banks and other financial intitutions and by the employees of the association.

UNINSA was formed in 1961, with a capital of 300 million pesetas, by three independent iron and steel manufacturers in northern Spain: Sociedad Metalurgica Duro Felguera; Sociedad Industrial Asturiana Santa Barbara; and Fabrica de Mieres. The firm currently operates a steel rolling mill at Verina, which ultimately will be a part of the new integrated complex. When the new installations are erected, the three companies will abandon many of their existing facilities.

THAILAND—The Jalaprathan Cement Co., Ltd., c/o Royal Irrigation Dept., Samsen Rd., Bangkok, Thailand, announced by letter of March 15, 1966 (ref. JC-94/2509), its intention to expand the present cement production capacity of its plant at Nakorn Sawan from 1,000 metric tons per day to 1,800 metric tons.

The proposed extension of manufacturing facilities includes primary and secondary crushers of rock (limestone). Maxium feed size 1.5 x 1.0 m. Production to be minus 25 mm; combined grinding and drying mill of 80 metric tons/hour—10% Residue, 4900 mesh—or separate clay drying and grinding, with utilization of heat from kiln exhaust; homogenizing plant; and Kiln storage silo plant.

UGANDA—The East African Common Services Organization (EASCSO) plans to construct a 10-storey Regional Headquarters in Kampala. Work was scheduled to begin this month. The building will cost an estimated $700,000 and will provide 60,000 sq. ft. of office space. When completed, the new headquarters will house the Customs and Excise, Income Tax, and Meteorological Departments, the Directorate of Civil Aviation, the East African Literature Bureau, and the East African Aptitude Testing Unit.

Plans for the building were prepared by Roy Lane, architect, with Neil Clark under the direction of the quantity surveying firm of Armstrong, Duncan & Russell, P.O. Box 1557, Kampala. The consulting engineer for the project is Gordon Melvin, P.O. Box 5156, Nairobi, Kenya. Inquiries may be addressed to East African Common Services Organization, Buildings Branch, P.O. Box 30005, Nairobi, Kenya.

Construction Awards

GREECE—The Governmental Economic Council awarded to a consortium of Greek engineering firms the contract for construction of an earth-fill dam on the Acheloos river for the 240 mw. Kastraki hydroelectric plant.

KUWAIT—Westinghouse signed the contract with the Government of Kuwait to build a six million gallon a day distillation facility. The project is scheduled for completion this year and will be funded under the fiscal year 1966/67 Government of Kuwait budget. This addition to distillation capacity is the first of five phases in a proposed 30 million gallon/day increase in Kuwait's distillation facilities under the new first five-year plan.

MALAYSIA—(M$=US. 33c) The National Electricity Board (NEB) has signed a M$14 million contract with Fuji Electric Co., Ltd., Japan, for supply and installation of the electrical and mechanical plant for the Woh power station, part of the M$147 million Batang Padang hydro electric scheme at the 7th mile Tapah-Cameron Highlands road.

PARAGUAY—The U.S. engineering firm, Brown and Root Overseas, Inc., has signed a negotiated contract with the Paraguayan Ministry of Public Works to design the paving of a 43 km. road between Colonel Oviedo and Villarica. Bids will be invited for construction financed by the World Bank which is to cost $2.1 million.

SAUDI ARABIA—The Arthur D. Little Co. of Boston signed a contract with Minister of Commerce and Industry Abid Shaykh under which the firm is to provide consultative services in the field of industrialization to the Ministry of Commerce and Industry. According to the press, these services will include assisting the Kingdom in establishing an industrial policy and making recommendations to improve existing industries which have so far proved unsuccessful.

New Books and Reports

UCLA publishes four reference books on Latin America

New volumes cover development periodicals, statistical abstract and specialized organizations

The Latin American Center at UCLA has published four new reference books on Latin America.

The Master Directory for Latin America ($15) is a 438-page book listing the names and addresses of U.S., European and Latin American institutions and organizations interested in Latin America. Different sections deal with agriculture, communications, government, labor and cooperatives, religion, social organizations, business-industry-finance, education-research, international cooperation, publishing, social service organizations, and professional associations.

Guide to Latin American Studies ($10) lists approximately 4,000 scholarly works on the area. 650pp.

Periodicals for Latin American Development, Trade and Investment: an Annotated Bibliography ($2.50) describes 220 English and Spanish-language periodicals published about Latin America. Topics include commodity trade, finance, industry, investment, banking, marketing conditions, shipping, transport and communications, production, business management, international trade and industrial relations. 72pp.

Statistical Abstract of Latin America: 1965 ($10) brings together statistics on the cultural, economic, financial, political and social structures of individual nations and foreign dependencies in Latin America. 180pp.

Write: Documentation Section, Latin American Center, University of California, Los Angeles, Cal. 90024.

United States Trade With Japan: 1960-64. A five year commodity survey. **U.S.-Japan Trade Council, Washington. 29pp. Free.**

The report covers trade in food and live animals, beverages and tobacco, inedible crude materials (except fuels), mineral fuels and lubricants and related materials, animal and vegetable oils and fats, chemicals, manufactured goods classified chiefly by material, machinery and transport equipment, and miscellaneous manufactured articles.

Write: United States-Japan Trade Council, 1000 Connecticut Ave., NW., Washington, D.C.

Industrial India. **A monthly magazine published by the All-India Manufacturers' Organization, Bombay. Annual subscription $4 (postpaid).**

Industrial India is the official organ of the All-India Manufacturers' Organization. Each issue recounts in full the details of the organization's activities over the past month, as well as matters relating to production and development, planning, finance, research, trade and tariffs.

Manufacturers' contributions to the nation's economic growth are publicized, and their products are kept continually in the public eye. In addition to circulating to all members of the organization, the magazine has a wide general circulation among shipyard, railway and port officials, Government procurement officials, and municipality development executives.

For subscription or advertising information, **write:** Atlantic Promotion Agency, 136 Liberty Street, Room 501, New York, N.Y. 10006. (212-BA 7-9550).

Publications catalogue

The U.S. Department of Commerce has published a new edition of its free catalogue of publications by the Business and Defense Services Administration (BDSA).

The catalogue lists 177 publications in eight areas of interest to business. They include the U.S. Industrial Outlook, industry reports and periodicals, U.S. trade and manufacturing data, overseas market and industry surveys, world trade and production, general business publications, U.S. market information and industrial modernization.

The catalogue is available free of charge from the Sales and Distribution branch, U.S. Department of Commerce, Washington, D.C. 20230, or through any of the Department's 42 Field Offices.

Iran: a Market for U.S. Products. **By Roger D. Severance, U.S. Dept. of Commerce, Washington. 50pp. 50 cents.**

Published by the Bureau of International Commerce as a supplement to INTERNATIONAL COMMERCE, this booklet outlines the Iranian market for selected products, describes the distribution system and the national economic development plans. Appendixes contain a sample import license for pharmaceuticals; lists of principal Government purchasing entities, commercial facilities, and banks operating in Iran; and gives notes that should help business travelers to Iran. Twenty-three tables present a statistical picture of Iranian foreign trade and economic development.

Write: Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

West Africa Annual: 1966 (3d edition). **Edited by L. K. Jakande. Diplomatic Press and Publishing Co., London. 379pp. $6.50 (postpaid).**

The annual contains comprehensive and up-to-date information on the geography, history, government, public finance, economic structure, foreign trade, communications, education, religion and diplomatic representation in the emergent countries of West Africa. Included are: Cameroon, Dahomey, Gambia, Ghana, Guinea, Ivory Coast, Liberia, Mali Republic, Mauritania, Nigeria, Niger Republic, Senegal, Portuguese Guinea, Sierra Leone, Spanish Guinea, Togo and Upper Volta.

Write: The Diplomatic Press and Publishing Co., 13, Cotswold Gardens, London, N.W. 2.

Area Development Organizations. **By H. McKinley Conway, Jr. Conway Research, Inc., Atlanta. 331pp. $15.**

Although this book is primarily designed as a guide to area development organizations in the U.S., a 41-page section deals with such organizations outside this country. The author gives the name of the organization, its address and chief officer, its field of interest and annual budget, number of employees and source of the organization's finances.

Write: Publications Division, Conway Research, 2600 Apple Valley Road, Atlanta, Ga. 30319.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1966—201-962/43

Calendar *for international traders*

BOSTON—May 12—Trade Fair/Trade Center workshop session (4 p.m.) and Dinner Meeting of the International Trade Assn. of New England (6:30 p.m.), Charter House Motel, Cambridge.

CEDAR RAPIDS, IOWA—May 17—Foreign Trade Bureau of Chamber of Commerce, meeting, 5:45 p.m., Cherry Burrell Corp.

CHICAGO—May 10—Automotive Exporters' Club of Chicago, Builders Building.

CHICAGO—May 11-12—Executive Seminar on Doing Business with Great Britain, DePaul University. Speaker (May 12): Raymond R. Riesgo, Bureau of International Commerce.

CHICAGO—May 12—Meeting of International Trade Club of Chicago, Sheraton-Chicago Hotel. Subject: Business conditions and trade opportunities in Great Britain and France.

CHICAGO—May 17—In-office Export Conference, Chicago Field Office, U.S. Dept. of Commerce.

CHICAGO—May 18—Chicago-Midwest Credit Assn. meeting, LaSalle Hotel.

CORAL GABLES, FLA.—May 12—South Florida REEC, monthly meeting, 12 noon, Coral Gables Country Club.

DENTON, TEX.—May 10—World Trade Development Seminar. Sponsors: Texas Industrial Commission, Denton Chamber of Commerce, Dallas REEC, U.S. Commerce Dept. Dallas Field Office.

DES MOINES—May 18—Export Workshop, 2 p.m., Chamber of Commerce. Sponsors: Des Moines Field Office, Department of Commerce; REEC.

DETROIT—May 10—Export Expansion Seminar, 9 a.m.-12 noon, Federal Bldg. Sponsors: Detroit Field Office, Department of Commerce; REEC.

DOYLESTOWN, PA.—May 9—International Trade Development Assn. of Bucks County, monthly meeting, 5:30 p.m., Conti's Cross Keys Inn.

DULUTH, MINN.—May 11—Export Conference at Duluth Chamber of Commerce. Sponsors: Duluth Board of Education, Duluth Chamber of Commerce, and U.S. Commerce Dept. Minneapolis Field Office.

EAST PROVIDENCE, R.I.—May 17—Dinner meeting of Providence World Trade Club, Wannamoisett Country Club.

HARTFORD, CONN.—May 18—Foreign Trade Workshop, 10 a.m.-12 noon, Field Office. Sponsors: Hartford Field Office, Department of Commerce; REEC.

KANSAS CITY, KAN.—May 26—Workshop for New Exporters, Town House Hotel. Sponsors: Kansas City Field Office, Department of Commerce; REEC.

KANSAS CITY, MO.—May 12—In-office Workshop for New Exporters, Federal Office Bldg. Sponsors: U.S. Commerce Dept. Field Office, Kansas City REEC.

LONGVIEW, TEX.—May 24—World Trade Development Seminar. Sponsors: Texas Industrial Commission, East Texas Chamber of Commerce, Dallas REEC, U.S. Commerce Dept. Dallas Field Office.

LOS ANGELES—May 27—Export Expansion Seminar, 9:30 a.m., Los Angeles Field Office.

MAPLEWOOD, MO.—May 10—"Show You" Export Workshop at Sunnen Products Company. Sponsors: REEC, World Trade Club, and St. Louis Field Office.

MILWAUKEE—May 25—Wisconsin International Trade Conference, Hotel Pfister. Sponsors: Milwaukee World Trade Club, Milwaukee Assn. of Commerce, Milwaukee Field Office, and Wisconsin REEC.

NASHVILLE—May 18—Terminal Conference by Trade Mission to Saudi Arabia and other Arabian states, Holiday Inn (Capitol Hill). Sponsors: Middle Tennessee Exporters' Roundtable, REEC and Memphis Field Office.

NASHVILLE—May 18—Export Marketing Workshop, Nashville Area Chamber of Commerce building. Sponsors: Nashville Chamber of Commerce, REEC, and Memphis Field Office.

NEW YORK—May 10—Forty-fourth annual luncheon of the National Council of American Importers, Hotel Americana. Speaker: Frank Pace, Jr., President of the International Executive Service Corps.

NEW YORK—May 12—Profits in Exports Meeting, Sheraton-East Hotel. Sponsors: Greeting Card Assn.; New York Field Office, Department of Commerce.

NEW YORK—May 12—Overseas Automotive Club, Inc., luncheon meeting, 12 noon, Summit Hotel.

NEW YORK—May 17—International Executives Assn., luncheon meeting, 11:45 a.m., Hotel Statler Hilton.

NORRISTOWN, PA.—May 9—World Trade Assn. of Montgomery County, monthly luncheon meeting, Cross Roads Motel.

PHILADELPHIA—May 18—Conference on Financing Exports, Field Office.

PHOENIX ARIZ.—May 12—Export Expansion Workshop, 10 a.m.-12 noon, Federal Bldg. Sponsors: Phoenix Field Office, Department of Commerce; REEC.

PITTSBURGH—May 18—Export Workshop, 2 p.m., Field Office. Sponsors: Pittsburgh Field Office, Department of Commerce; REEC.

PORTLAND, MAINE—May 24—Fourth Annual World Trade Conference, 10 a.m., Valle's Restaurant. Sponsor: Maine World Trade Council.

PORTLAND, ORE.—May 18—International Reception and Luncheon followed by FCIB Round Table Conference on foreign credit problems, at 70th annual congress of the National Assn. of Credit Management, Portland Hilton Hotel.

PORTLAND, ORE.—May 23-24—7th Annual Columbia Basin World Trade Conference, Benson Hotel.

SAN DIEGO—May 26—Export Expansion Seminar, El Cortez Hotel. Sponsor: San Diego Chamber of Commerce.

SAN FRANCISCO—May 19-20—3rd Annual International Marketing Management Conference, Sir Francis Drake Hotel. Sponsor: American Marketing Assn., Northern California Chapter.

ST. LOUIS—May 16—World Trade Club "Port of New Orleans Night" at Ruggeri's Restaurant. Official opening of World Trade Week in St. Louis. Sponsors: REEC, World Trade Club, and St. Louis Field Office.

ST. LOUIS—May 18—American Marketing Assn. World Trade Seminar, Statler-Hilton Hotel. Sponsors: REEC; American Marketing Assn.; World Trade Club; Chamber of Commerce; St. Louis Field Office, Department of Commerce.

ST. LOUIS—May 18—American Marketing Association World Trade Seminar at the Gateway Hotel. Speaker: William Blackie, president, Caterpillar Tractor Company. Sponsors: REEC, AMA, World Trade Club of St. Louis, Chamber of Commerce, and St. Louis Field Office.

ST. LOUIS—May 20—Sales and Marketing Executives World Trade Week luncheon, Gateway Hotel. Sponsors: REEC, World Trade Club, St. Louis Field Office. Speaker: Lawrence A. Fox, Director, Bureau of International Commerce.

WHITE PLAINS, N.Y.—May 11—Westchester County Foreign Trade Council, monthly luncheon meeting, 12 noon, Roger Smith Hotel. Sponsor: Chamber of Commerce.

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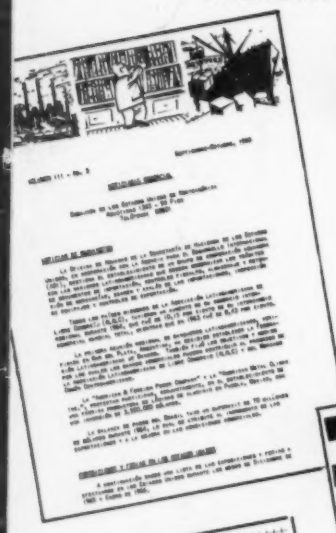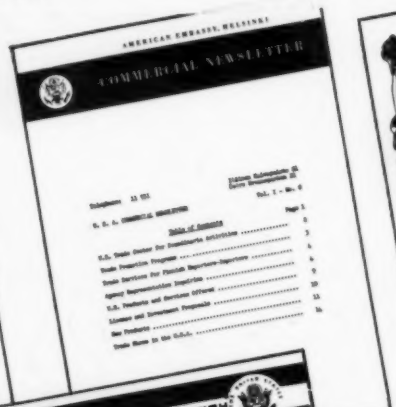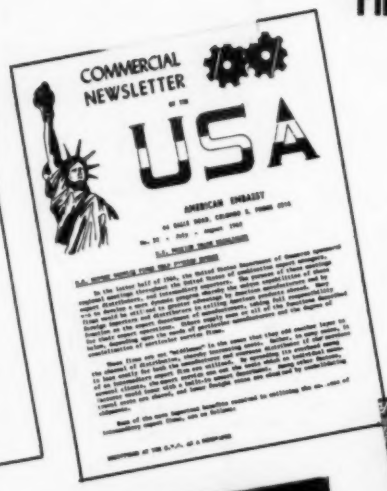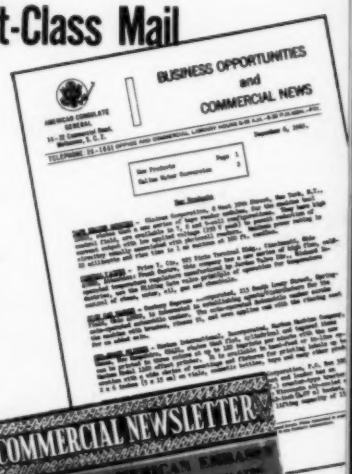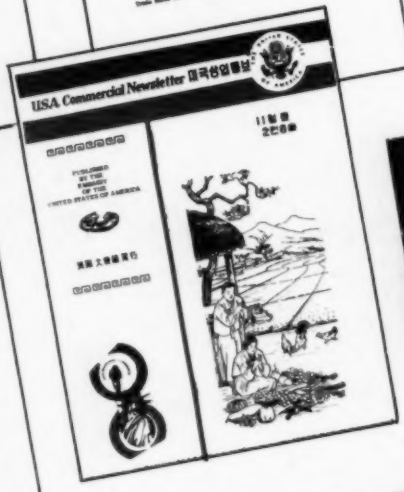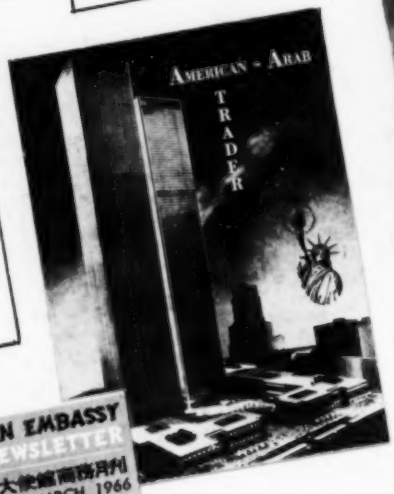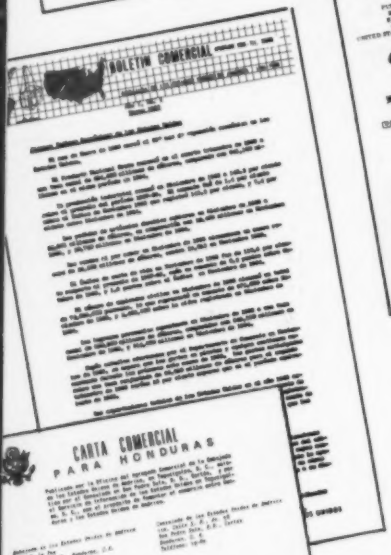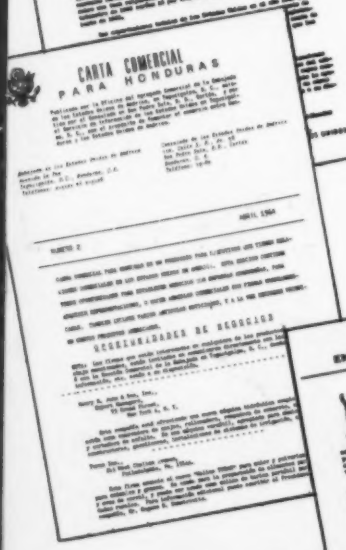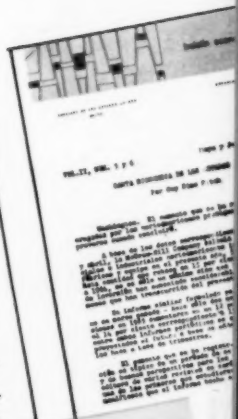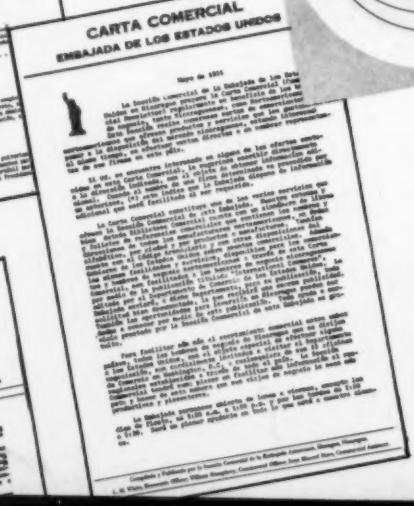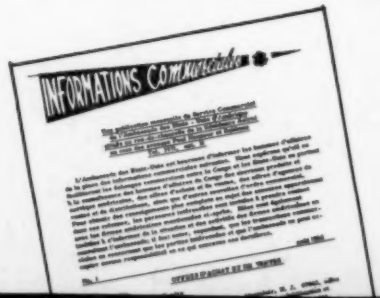
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